dole this BOOK TRADE JOURNAL

WITH WHICH IS INCORPORATED

The American Literary Gazette and Publishers' Circular.

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FIFTH AVENUE, NEW YORK

The Publishers' Weekly

October 19, 1912

The Editor is not responsible for the views expressed in contributed articles or communications.

Publishers should send books promptly for weekly record and descriptive annotation, if possible in advance of publication.

For subscription and advertising rates see first page of Classified Advertising.

"I hold every man a debtor to his profession, from the which, as men do of course seek to receive countenance and profit, so ought they of duty to endeavor themselves by way of amends to be a help and an ornament thereunto."—BACON.

THE POST OFFICE AND RIGHT TO RE-FUSE ADVERTISING.

THE passage of the so-called "publicity rider" to this year's Post Office appropriation act, making it obligatory upon the periodical to mark all matter paid for with the word "Advt.," makes of interest other questions involving the advertiser and the post-office department.

In general the department has heretofore left the advertiser pretty much alone. To gain second-class entry a periodical, according to the law of March 3, 1879, must not "be designed primarily for advertising purposes." Aside, however, from this sweeping but fair provision the department has hitherto not interfered with advertising.

For instance, it has held, and held repeatedly, that each periodical-subject to the general provisions of the clause above quotedcan handle its advertising as it wills, according to such rules as it pleases. For instance no advertiser has any legal right (in the absence of contract, of course) to obtain space in a periodical. It cannot insist on or object to a certain position. For example, a wellknown retail trade paper contracted with a manufacturer of a certain dress goods accessory for a specified preferred position, one clause of his contract providing that no competitor in his line should be given as good a position. Subsequently a competing manufacturer tried to secure such space and was refused. The second manufacturer appealed to the Post Office Department, on the ground that a periodical enjoying the second class privilege was, in a sense, in the "public service" and could not make distinctions between advertisers. The Department held that it had no ground upon which to take action.

A periodical may rule that all advertisements accepted conform to a certain typographical consistency just as certainly as it may require them to be of a certain size. It may, as some newspapers do, bar all rules over six points wide. It may charge double for cuts or prohibit them altogether. It may even enforce a certain style of language or insist on a certain standard of morality, or that every advertisement be written in Hindustani. And, legally, the advertiser can only obey—or stay out.

This power is, however, of course very seldom exercised simply because business exigency forbids. No periodical, depending largely upon its advertising patronage for support, can live except as it pleases—and serves—its advertisers. Any rules it makes must in the long run be to the common advantage or they will be honored only in the breach. But the rule has always held that periodicals may, for reasons that seem to it good, refuse to accept the copy of a would-be advertiser, and the latter, at least through the Post Office Department, has no redress.

If, however, the disgruntled advertiser who sees his own copy refused and his competitor's accepted thinks that the periodical concerned is one of the many house organs in disguise which flourish in the advertising borderland of every trade, the Department will be at his service. Formal complaint made to the third assistant postmaster general would, if well founded, be followed by investigation. If the latter showed that the periodical in question was deliberately favoring certain firms and deliberately excluding all, or nearly all, their competitors, the periodical would probably lose its second class entry, or at least be forced to modify its rules.

The expected freight car shortage is now a serious fact, and complaints to the Interstate Commerce Commission have been general for a month past. Pittsburgh, Cincinnati, Chicago, St. Louis, Kansas City and other large cities report the congestion of freight serious. So heavy has traffic become on the Pennsylvania Railroad that the company has ordered 5000 freight cars to be furnished within the next thirty to sixty days. The company has also issued an order to 27,000 men in its employ to rush work on repairs and overhauling, and

every locomotive that it can obtain is being made ready for use immediately. This is a fair index of a reviving general business that is taking on most encouraging proportions.

THE DECLINE AND FALL—AND RISE— OF THE RETAIL BOOK BUSINESS.*

By IRWIN MURRAY, of the William R. Jenkins Company.

ONE of the most prominent members of this association wrote to me (as soon as he heard that I had been invited to express my views on the present condition of the bookseller in the world of business) and said, "I hope you will not take too pessimistic a view of the situation."

I do not intend to do so. I am not a pessimist and I never was one, and I hope I shall ever be able to throw off that "dyspeptic" condition.

Twenty years ago when I was called upon to decide whether an old established firm should go on or go under, I took my stand firmly upon the ground that the book business would pay a profit to the man who used the same energy and the same judgment that he would be called upon to exercise in other sharply competitive lines. These twenty years have seen marked changes in business methods, but I have never found it necessary to take a different stand.

PROPER DISCOUNTS A NECESSITY.

The book business is all right if the bookseller will get the price he ought to get, and push those lines which pay him the highest profit-margin. Otherwise, the book business is all wrong. The bookseller must be fearless to throw aside the "big" books offered him at close discounts. He must have at least 331/3% off on practically everything to-day, and I doubt if he can reach any degree of material prosperity until 40% shall be his working margin. Not until he can get such a margin can he afford to advertise and otherwise exploit merchandise so as to leave a living for himself. Only a short-sighted publisher can say "we will not give the bookseller more than he is now getting, because it will result in price cut-ting." I insist there is no danger of this if progressive booksellers are encouraged. Price cutting can be controlled if publishers really wish to stop this menace. There has been alwish to stop this menace. together too much open objection about price cutting and altogether too much secret tolerance (and in some cases almost encouragement) of such practice.

A prominent news company has a list of more than 20,000 customers who handle periodicals. An equally prominent book publisher states that there are about 5000 booksellers in America at present, but out of the 5000 scarcely 2000 are deemed worthy of even limited credit.

A man who makes his living by scientific

sales building told me recently that he considered the book and stationery business next to the neighborhood grocery in point of lacking efficient business methods. That is a dreadful reputation, gentlemen, from a man in a position to know what he is talking about.

BOOKSELLING PUT ON A PINNACLE.

I believe the fundamental fault in the book-selling trade to-day is the outgrowth of the position taken by publishers in olden times, when a book was a rarity—when the man who could read and write was the exception rather than the rule—when the mass of people looked upon the printer and publisher somewhat as we of this generation look upon the wizards of research and invention along chemical and mechanical lines.

In those early days the publisher wore a halo denied to common mortals in everyday lines of trade. Some of us remember when the bookseller was in business for the love of it, and when his store was the meeting place for kindred spirits to interchange deep thought. (Come to think of it, did anyone hear of those dear old fellows retiring with a competence?)

Naturally, the first publishers were the first booksellers. They graduated from the ranks of the printers or from the ranks of the authors. As booksellers they continued the pharisaical attitude, and, in turn, they were imitated by general booksellers who started in business to sell the books of many publishers.

BOOKSELLING AS A TRADE.

Like the banker's, the bookseller's business has always been considered "genteel." Moreover, the glamour of authorship shed itself upon the book trade and deluded it into assuming that what should have been considered a trade had become a profession.

The book trade is merchandising—never has been anything else, and never will be.

As merchandising, it is affected by the laws of supply and demand just as is the clothing trade or the furniture trade. Very few books are necessities; some of them are conveniences; many of them are the merest rubbish. This is wholly apart from considering most of the so-called social problem books, written by erotic authors—whose sale under the crust of surface-respectability is actually poisoning the public mind.

LONGER SEASONS A FIRST STEP.

Merchandising experience has taught our clothiers and our furniture dealers that the "busy seasons" can be lengthened. The clothier's skillful store display and expert publicity have instilled a wider desire to dress well and look prosperous for the effect of such an asset in a business sense. In these rushing modern times we do not see as much of each other as we used to, but the brief impressions we give and receive are apt to be strongly influenced by appearances. In the days when a coat or a hat used to be worn until it almost literally fell to pieces—when a piece of furniture was bought by one generation and used by the next two or three generations—when

^{*}A paper delivered at the October dinner of the Booksellers' League.

wages were low and money scarce, and luxuries were for the few—in those days it was safe enough to rely upon a person "coming in to buy books" when they were actually needed. And if they were not actually needed, it was useless to try to make a sale

useless to try to make a sale.

All this is changed. To-day a man is persuaded to buy a new suit or a new library table by presenting such products so as to create a desire on his part to possess them, and perhaps to arouse a feeling that he really needs them.

Do we follow the same rule in bookselling? Seldom, indeed.

PUBLISHERS' CIRCULAR MATTER LARGELY WASTED.

We buy books from the publishers in a desultory sort of way. The publishers furnish an unlimited amount of more or less anemic advertising literature which the average dealer is either too ignorant or too lazy to distribute properly. Too often he bales it up with his waste paper, or uses it to keep the store warm on early autumn days. In most instances the dealer feels that distribution will be helping the publisher to direct mail sales which should come to the dealer. This is because the publisher puts his own name all over the printing matter instead of featuring the dealer's name and being content with the manufacturer's profit.

Let us look into other lines of business where improvement has been made of recent years, and see what changes have been brought about

by these improvements.

We all know that under the scientific direction of the United Cigar Stores Company their business has been put on a firm foundation because of better service. I am not a smoker myself, but my weed-loving friends tell me the quality of cigars you can buy for a given sum is not as high as it used to be. But the service is prompter, and the goods are kept in better condition, and there is a cleanliness and a courtesy which were altogether wanting in the earlier days.

INSTALLMENT SALES COMPETITION.

Our brother merchandisers, the furniture dealers, are encountering a very serious problem at this time as a result of the installment store inroads. It is being found that the remedy lies in cutting out the "sales" which sell everything at a high price to the buyer during most of the year, and then cutting the price sharply during a month or so on the score that it will attract trade during a dull season.

By this means the people who can afford to wait for the sale buy the goods at a fraction of the price which others must pay who need

them at once.

A movement has been started by a number of leading furniture houses to come out flatly and encourage credit buying, but at the same time to discourage the idea of purchasing a houseful-at-a-time, on the "dollar-a-week" plan.

The book business has had some pretty hard knocks from the bargain house and the installment publisher, and it will take more than a few years to offset prejudice on the part of those who have been "stung" by so-called de luxe editions sold by unctuous salesmen, or still more ingratiating letters and folders.

Gentlemen, do you realize that the bookseller is like the butter and egg man, in that he must buy his stock largely upon representations of the producer? A new book may be like fresh eggs in salability to-day. Later, as the eggs grow stale and the book begins to be forgotten in the rush of new publications, a change occurs. By and by the eggs can no longer be called "fancy" or even fresh; they become simple "eggs."

THE BOOKSELLER SHARES THE RISK OF PUBLISHING.

When a bookseller buys a new book on the strength of the publishers' reputation, the publisher incurs an obligation to the seller that such confidence shall not be misplaced—that the book has passed "the acid test."

The bookseller is being made the "goat" (if I may use the expressive slang of the day) to the inordinate desire of the publishers to experiment with books whose manuscripts have had too little expert attention, or books wherein the earlier success of the author leads the publisher to contract for anything and everything that author may write. Large advance royalties make a pot-boiler and a hackwriter out of many an author. The "guaranteed income" contracts which some publishers make with favored authors is another step toward putting a premium upon mediocrity.

Take up again the question of prices. We here all know about what it costs to produce a book so far as composition, presswork and binding are concerned. We know that there is no such thing as standardizing comparative worth of books. Why should a novel for instance sell at \$1.25, or \$1.50, just because it is a novel? A pound of butter costs according to its quality, but the book sells largely according to its size and outward appearance. The public has been taught that the average 250-page 12mo book has a standard retail price of \$1.50. Then what happens? The public proceds to see for how much less than \$1.50 the book can be bought. And then comes price

I am not going into the price-cutting question, which has been threshed out so often before. I wish merely to call your attention to the fact that the publishers and booksellers are closer together in this respect than they have been in many years, and that the department store is realizing the fact that good service and complete stock will make more profits on book sales than mere low prices.

THE REPRINT FALLACY.

Now consider the reprint houses. Two in particular of these houses have shown wonderful growth, and one of the two is handling its business upon almost as high a plane as department store selling efficiency.

How does the reprint house make its money? By supplying an existing demand for books of known quantity and quality.

known quantity and quality.
What would you say of a farmer who planted

various crops on the different parts of his farm, and after harvesting the first few rows of each product, should invite an outsider (who had "sat on the fence" during planting and cultivation) to come in and harvest the remainder on a small royalty or "shares" arrangement? Remember at this time also that the buyer in such case is shrewd enough not to buy the crop in any line where droughts, or insects, or some other such cause has removed the chance of getting back the expense that was laid out for seeds and cultivation. You would not blame the outsider for coming in and continuing to harvest the successes.

But you would say that such a farmer was a fool—that is what I say of the publisher who turns over valuable books to the reprint house to multiply the output on a niggardly royalty basis instead of earning the profit on the books that is actually his. For it must not be forgotten that every copy sold has some effect toward lessening the demand for books at regular prices.

The original publisher does the experimenting and the reprint publisher deals in "real things." If this is not carrying samaritanism to an extreme, I don't know what is.

Besides, most reprints are bought out to deceive the buyer into believing that they are original editions. So long as we must have reprint editions, let us all be honest about them. Let the public know what it is buying. Give reprints an attractive dress, but let their form be different from the originals, which were sold at so much higher prices. This is merely another assurance that it does not pay to deceive the public—and that sooner or later the deceiver pays for his falsity.

I am led to think that the bookseller puts reprints on the counter in sheer desperation, because his brother booksellers do the same thing and because his profit per volume on them will amount to about the same as his profit on a standard book sold at a standard price. and consequently much higher price. Consequently his "turnover" is more satisfac-

Let the publisher keep his own sucesses and reprint them himself with slightly lower grade binding and paper, if he wishes. Let him sell them at say a popular price, instead of the 50 c. retail price now received for them when republished by the reprint house. It is presumed that the publisher can produce his books as cheaply as a reprint house. (If not, his production methods need half-soling.) Let the publisher make the same price, or a trifle higher price, than the reprint house now charges the bookseller, and let the bookseller earn the difference, as a larger profit to repay him for the depreciation and loss of interest on stock of the many new and untried books which the publisher urges him to display to the public. (In these latter books the publisher does not furnish the capital, but expects the bookseller to buy them; and, after all, the bookseller takes the chance.) In following the method suggested, there is equalization to the bookseller who helps the publisher to push the new book, and the bookseller in turn helps to share the profits of the best sellers.

WHAT BOOKSELLING MAY COME TO.

You may think I have wandered away from my subject, gentlemen, but I have not. There are less booksellers (that is booksellers worthy of the name) year by year. If the present basis is continued there will be still less in the years to come. Books are merchandise, and subject to all its fluctuations. The lackadaisical attitude of the bookseller and the dilettante affectation on the part of the publisher are bringing this to pass. The fewer booksellers there are, the more business there will be for the remaining ones—the larger will be their orders and the lower prices they can demand from the publisher. The publisher will finally reach the point where he deals with booksellers who buy on the same basis now extended to jobbers. Such publishers are like the florists who pinch off all but one bud on a stalk, so that one bud will be sold at a very high price. Flowers cost more than they used to cost because of this practice. If the one large flower is marred or dies, the whole stalk becomes unproductive. So would the large bookstore if it turns away from the publisher or compels him to meet price concessions, or on more favorable terms of credit, the publisher must either consent to lose a volume of business equal to that formerly coming to him from several smaller booksellers—or else he must meet the concession asked. It must be the one large "blossom" or none at all.

One need not be a prophet to foretell how this will react on the publisher, and how the "survival of the fittest" doctrine will in time reach him, as it reached the bookseller in a most serious way.

There is increasing, but not yet sufficient cooperation between publisher and bookseller.
There is not sufficient encouragement and education of the bookseller in the way toward
capable merchandising. The bookseller will
never undertake to learn these things for himself any more than the plumbers learned them
until the standard Sanitary Manufacturing
Company showed them how to apply "salesmanship" to bath tubs—or any more than the
local paint dealers knew how to succeed in
their business before Sherman-Williams and
other manufacturers gave to them a liberal
education in understanding how profits can be
made in local trade

Do some of you incline to blame the book-seller for putting in photographic goods, stationery and office furniture? Then think carefully before you criticise such action. The bookseller sells his books at a very slight margin of profit, or none at all. He must make his living on other lines, or risk going out of business until such time as the publishers awaken to the fact that closer co-operation with the retailers is esential to their own prosperity—and eventually to their own very existence.

TRUE SALESMANSHIP.

We booksellers cannot afford to look askance at the department store service and display. We would better send our clerks to study it at first hand. There is no magic about department store success. It consists of utilizing floor space so as to sell seasonable goods throughout the entire year. It consists of selling something else in addition to what the customer expects to buy when he comes in. Has the bookseller done that? Very, very seldom.

When we buy some collars, the clerk asks us if we don't want a scarf or some socks. How many of us try to sell ink and paper to the buyers who come in for books? How many of us study the pet hobbies of our customers, so as to keep informed of the latest books on those subjects? How many of us realize that the time to sell the second books is just after the first has been delivered? How many of us take pains to see that our customers look into books instead of merely glancing at the outside covers? How many of us send cheap help to wait on particular trade and then wonder why we lose customers? How many of us study turnovers-and what they mean? How many of us know definitely what class of goods are selling best-and why? Let us ask ourselves these questions, and in their answers learn many surprising facts which we are apt to have overlooked.

Given a real margin of profit—given initiative and efficient salesmanship under the control of good business methods—and we shall see circulations of good literature increase materially and permanently while heedless issuance of inferior matter will lessen, and finally disappear.

THE EXPRESS HEARING.

Despite the fact that shippers from all parts of the country made objection before the Interstate Commerce Commission to the joint request of the express companies and railroads that the commission withhold its order reducing express rates at least until the railroads have an opportunity to present testimony in their own behalf, the Commission, last week, after three days' hearings, granted the express companies a month's postponement. It refused permission, however, to the railroads to intervene as defendants in the express case.

RAILROADS GET HALF EXPRESS RECEIPTS.

The Commission, last July, ordered reforms and reductions, and gave the express companies until October 9 to show cause why the order should not be made effective. The fight over the express rates now seems to be developing into a three-cornered one, the shippers at one corner, the express companies at another and the railroads at the third. The testimony thus far indicates that the express companies pay the railroads approximately 50 cents of every dollar they collect.

Walker D. Hines, on behalf of the five chief express companies, said that if the order reducing rates was made effective it would cause a loss in reverue of \$33,000,000 a year to all the express companies together, and this would wipe out their profits.

The companies, according to Mr. Hines, are anticipating serious loss on small packages for short distances as a result of the parcels post.

He insisted that the Commission's plan of making rates by blocks and zones was impracticable, and that no "apparent or paper" equalization of rates through increases on large packages would produce the revenue needed. Only about 5 per cent. of the express business, he added, is in handling packages weighing fifty pounds or more.

James L. Cowles, representing the Postal Progress League, made a lengthy speech before the Commission, favoring a system of flat rates and criticising severely, as a retrograde step, the zone system of parcels post rates proposed by the Post Office Department.

ZONE SYSTEM CRITICISED.

Speaking of the order of the Commission, Mr. Cowles, who was listened to with close attention, said: "The other provisions of this order should be carefully reconsidered. proposed system of zone rates, extended as the express business must soon be, over carload, as well as over less than carload freight traffic, would, we believe, prove absolutely destructive to both interstate and intrastate commerce. Breaking up, as it would, the common custom of the railways and the not uncommon custom of the express companies to give flat rates over tremendous areas of territory in their long-distance through traffic, it would destroy at once the great fruit industries of the Pacific coast, the dairy and other farm business of the West, and would be quite as destructive to the manufacturing interests of

the East. The permission given the express companies to continue their old system of classification, with the resulting power of taxing us as nearly as possible up to the full value of the contents of our parcels, is, to our minds, radically wrong. We claim that all matter presented for transportation should be in one class, and that any possible difference in the cars and handling of parcels, due to their more or less fragile contents or to their greater or less value, should be met by insurance, and we also claim that the insurance fees charged should be determined not on what can be exacted from the producer or consumer, but on the cost of the service under efficient management."

RAILROAD CONTRACTS CRITICISED.

Railroad men apparently expected that the Commission would deny their application for permission to intervene in the express case. Practically no evidence was entered in this case on behalf of the railroads while it was under investigation.

The express companies were criticised for the terms of the contracts they had with the railroads, and at many points during the investigation it was suggested that it would be well to follow the German system or the system in Norway, where the express companies are merely forwarding agents and the railroads charge them a flat rate. The express companies defended their position and the contracts, pointing out that they have exclusive express rights over the railroads, thus being

permitted to conduct business on a larger scale. It was only when the case came up for argument last week that the railroads brought in their plea for intervention and presented arguments before the Commission on this point.

The statement of the Commission postponing the introduction of the new rates reads: "The Commission will complete the schedule

"The Commission will complete the schedule of rates, and after service of the completed schedules the express carriers will be given thirty days' time in which to make an estimate of the effect of such rates upon the actual business of a specified period in the past, and to report such estimate to the Commission."

DINNER TO "JACK" HOVENDON.

For many years, when two or three of the trade have met together, the name of Hovendon would come up, and at once one would say, "He is a good fellow," and the others would agree. This became such an usual custom that the idea finally pierced the intellect of one of the members, whose brain fairly scintillates with brilliant thoughts, that it would be fitting to have this sentiment, so general, take the form of a testimonial to Mr. Hovendon; it was further decided that a dinner would be the proper thing.

A list of his friends was attempted, but it was then found necessary to cut off several hundred names, as it was deemed best to confine the affair to his oldest and closest friends only. In the impromptu speech making that following the dinner proper, Charles T. Dillingham, as toastmaster, said:

"Gentlemen, it is not given generally that a man can listen to those eulogies that are usually pronounced on him after his demise, and, to spare the blushes of our guest, I will confine my words to as few as possible, not to curtail the expression of the feelings we bear to him.

"When the duty was removed by the United States government on boys from Canada, Mr. Hovendon was one of the first to avail himself of the opportunity to shake the snow from his moccasins and make for New York. Since that time he has been a very busy man, making sales of books and endearing himself to the hearts of every member of the trade. He is certainly the little friend to all the boys. No case of sorrow or misfortune to any of his friends has been overlooked by him. His sympathy, advice and material help has at all times been ready and waiting. I, personally, can enumerate very many cases where, without our friend, the unfortunate would have been submerged. Take him all in all, his equal for geniality, sociability and good cheer cannot be found."

The following testimonial, fittingly engrossed and bound in green ooze leather, was presented to the guest of honor:

DEAR JOHN:

The approach of your fifty-eighth birthday moves us, your friends and companions of

long standing in the book trade, to express to you the gratification and pleasure it gives us to remember this auspicious event, and befittingly bestow all the honors that are due from everyone with whom you have ever come in contact. No one has ever gone to you for advice or help but what you have freely given both.

A life cannot be too long which, like yours, has been spent in doing right as you saw it. Wishing you continued health and strength

Wishing you continued health and strength to enjoy many anniversaries, we have the honor and the pleasure to subscribe ourselves.

Yours affectionately,

[Signed]

V. W. Cupples,
Charles E. Miller,
Walter Jefferay,
Herman Schultz,
R. K. Smith,
Max Hesslein,
James Clarke,
William Walker,
Joseph Scammell,
William J. Kelly,

Letters of regret were read from Warren Snyder, H. M. Caldwell, George Dunlap, James McIntyre, Edward Campion, S. G. Britton, L. G. Nourse, John Cook, George Sully, James A. Hassell, George McLeod, George Platt, O. W. Brewer, George Clarke, Gus. Eckle, and A. Grosset.

Mrs. Hovendon was at the same time presented with a handsome case of Tiffany silverware, "useful as well as ornamental."

SOCIETY OF ILLUSTRATORS EXHIBIT.

THE third special exhibition by the Society of Illustrators opened Wednesday in the galleries of the National Arts Club, No. 14 Gramercy Park, New York City. Eighty-eight artists whose work appears in magazines and books of fiction published in this country are represented by 261 illustrations, covering every phase and characteristic of pictorial art.

This exhibition, which will continue until November 10, is of much interest because of its distinctive Americanism. The art of the illustrator as he views it is limited by the medium through which he must express himself, the printed page, and he is denied many of the effects which the painter can produce by means of light and tonality. He seeks to make up for his limitations, however, by draughtsmanship and composition.

Illustrators have felt that not enough importance has been attached by the public to their art; that it has not received the serious attention it commands in other countries. To educate the public and provide standards for judgment, the present exhibition is to be sent all over the country under the management of the American Federation of Arts.

The first thing that attracts attention on entering the gallery is the section devoted to color illustrations. Frank E. Schoonover has five pictures, mainly nautical in theme. Lucius

Walcott Hitchcock shows three originals, and Stanley Arthurs and Sigismond de Ivanowski have fine exhibits. The Kinneys have two Spanish pictures, delightful in color and composition, and Fred C. Yohn shows two Civil

War pictures, full of action and atmosphere. In pen and ink work Charles Dana Gibson is represented by three characteristic pictures, "The Reason Dinner Was Late," "Among Those Not Invited" and "Two Men." James Montgomery Flagg has five pictures. Joseph Pennell, who recently sketched the Panama Canal for the government, has three old world sketches, "The Coronation," "The Campanile" and "Old and New Rome." Paul Julian Meylan, in a picture called "Reverie" has gained some of the effects of tonality that are considered to be in the exclusive province of the painter, and John Alonzo Williams has shown remarkable use of tone in an illustration for "The Squirrel Cage," contrasting it with a purely pattern picture entitled "In the Service of the Queen." Fine types are shown by Arthur I. Keller in five illustrations for as many different novels. May Wilson Preston shows five pictures that are excellent specimens of humorous and character composition.

The exhibition will be open to the public from ten to six o'clock on weekdays and from two to six o'clock Sundays.

PUBLICITY RIDER TEST CASE AP-PEALED.

On the grounds stated in a joint demurrer interposed by United States Attorney Wise for Postmaster-General Frank Hitchcock and other defendants, Judge Hand, in the Federal District Court Tuesday dismissed the suit of The Journal of Commerce to test the constitutionality of the new newspaper publicity law. The arguments were brief, as the proceeding was merely a formal one instituted for the purpose of carrying the case to the United States Supreme Court.

AUTHOR SUES PUBLISHER.

THE trial of the suit brought by Mrs. Elizabeth A. Meriwether, a ninety-year-old St. Louis authoress, to cancel a contract with the Neale Publishing Company, was begun, Wednesday, in the Supreme Court in Brook-

Meriwether, whose husband was Confederate colonel, and whose son, Lee Meriwether, is also an author, alleges that the Neale company, of which Walter Neale is president, and which is, we understand, a Washington, D. C., corporation, induced her to submit the manuscript of the novel, "The Sowing of Swords."

According to the plaintiff, the defendant then

wrote her as follows: "Your Ms., 'Sowing of Swords,' has received our careful consideration. I am confident it will create a decided sensation, both North and South. We think your book should be widely salable, not only for its inherent worth,

but also for the reason that it makes a strong appeal to Southern patriotic societies.

The letter, it is charged, further offered to publish the manuscript, provided the writer would advance \$600 to cover "a small part of the expense of printing, binding, advertising, postage, etc." The moment the contract had been consummated, however, and the money paid over, the defendant, the plaintiff claims, took a different attitude, delaying publication for many months after the time called for by contract, and eventually, under pressure, selling but seventeen copies of the book.

From that time on, the plaintiff asserts, the publisher showed bad faith by privately and publicly condemning the book so as to prevent the necessity of further publication. To questions demanding why the book was not published, the defendant answered, according to the complainant, that it was cruder than the "stuff of a ten-year-old child," that his editors had been working on it, and that they had been practically obliged to rewrite it. Mrs. Meriwether denied that the book had been rewritten. She has received royalties, she says, of \$1.33.

BEST-SELLING BOOKS IN AUGUST.

According to the Bookman's lists, the six books (fiction) which have sold best in the order of demand during August are:

	POI	NTS
I.	The Street Called Straight. Anon.	
	(Harper.) \$1.35	238
2.	The Melting of Molly. Daviess.	
	(Bobbs-Merrill.) \$1.00	145
3.	The Red Lane. Day. (Harper.) \$1.35.	123
4.	The Harvester. Stratton-Porter.	
	(Doubleday, Page.) \$1.35	121
5.	The Just and the Unjust. Kester.	
	(Bobbs-Merrill.) \$1.25	80
6.	To M. L. G. Anon. (Stokes.) \$1.25.	66

The best-selling books, according to the PUBLISHERS' WEEKLY consensus, are:

	FICTION.	
ī.	The Street Called Straight. King.	
	(Harper.)	149
2.	The Melting of Molly. Daviess.	0
	(Bobbs-Merrill.)	83
3.	The Red Lane. Day. (Harper.)	78
4	The Harvester. Stratton-Porter.	e.
	(Doubleday, Page.)	64
5.	The Just and the Unjust. Kester.	
-	(Bobbs-Merrill.)	54
6.	To M. L. G. Anon. (Stokes.)	35
7.	The Armchair at the Inn. Smith.	22
0	(Scribner.) Nicholson	33
8.	A Hoosier Chronicle. Nicholson. (Houghton Mifflin.)	31
-27	Tante. Sedgwick. (Century Co.)	26
9.	Queed. Harrison. (Houghton Miff-	20
10.	lin.)	17
II.	The Price She Paid. Phillips. (Ap-	-,
11.	tleton.)	15
12.	The Turnstile. Mason. (Scribner.).	15
13.	The Reason Why. Glyn. (Apple-	
19.	THE Treatment trials order (selber	-

ton.)

	POI	NTS
14.	The Wind Before the Dawn. Mun-	
15.	ger. (Doubleday, Page.)	13
	son. (Doubleday, Page.)	12
16.	son. (Doubleday, Page.)	
17.	Merrill.)	12
18.	Their Yesterdays. Wright. (Book	10
	Supply.) The Moth. Orcutt. (Harper.)	IO
19.	The Moth. Orcutt. (Harper.)	10
20.	The Winning of Barbara Worth. Wright. (Book Supply.)	. 9
		,
	NON-FICTION.	
I.	The Promised Land. Antin. (Hough-	
2.	ton Mifflin.)	105
-	sori. (Stokes.)	82
3.	sori. (Stokes.)	
	Evil. Addams. (Macmillan.) Plays. Strindberg. (Scribner.)	38
4.		14
٥.	Porter. (Doubleday, Page.)	14
6.	Porter. (Doubleday, Page.) The Strangling of Persia. Shuster.	-
	(Century Co.)	12
	JUVENILES.	
I.	Chronicles of Avonlea. Montgomery.	
	(Page.)	37
2.	Motor Boys Ser. Young. (Cupples &	-
3.	Rover Boys Ser. Winfield. (Gros-	27
3.	set & Dunlap.)	21
4.		
17.	day, Page.) Peter Rabbit Ser. Potter. (Warne)	14
5.	Peter Rabbit Ser. Potter. (Warne)	II

BOOK TRADE ASSOCIATIONS.

THE BOOKSELLERS' LEAGUE.

THE first meeting of the Booksellers' League for the new season was held at the Hotel Brevoort Wednesday night. The dinner offered by the new hosts was excellent, how good may be gauged by the fact that the treasurer of the League already dolefully anticipates a deficit this year, so much increased will be attendance when the news gets around.

That the energetic campaign initiated by President Shoemaker for increased membership is bringing results was attested by the twenty-eight new members welcomed to the League at this meeting. Mr. Shoemaker briefly outlined plans for the coming year, calling on Mr. Huebsch to report on the further development of the League's "school for booksellers." Announcement of forthcoming lectures will be given in due season in the trade

The first of the speakers of the evening, Mr. J. I. Murray, jr., of the William R. Jenkins Company, was unavoidably absent, but the paper prepared by him was read in his absence by Mr. Harcourt, of Holt's. It was an ex-cellent presentation of trade retrospect and outlook, and was listened to with close attention. It is reprinted elsewhere in this issue of the WEEKLY.

Frank L. Reed, of Grosset & Dunlap, at the request of the president, read his paper on "Suggestive Salesmanship," which was first delivered in the League's course of trade lectures last spring and printed in full in the PUBLISH-ERS' WEEKLY of June 29. He frequently elaborated his points and illustrated actual selling methods, good and bad, by the use of several books with and without jackets.

David Gibson, of Cleveland, who is widely known for his original work in syndicated literary publicity, addressed the gathering in an epigrammatic way on co-operation in business development. He was followed by H. S. Hutchinson, of New Bedford, Mass., who spoke of the value of store advertising in the local paper on original lines; John A. Wirth, retail sales manager of the Methodist Book Concern, told several stories of salesmen's incompetency; and Eugene L. Herr, of Lancaster, Pa., dwelt on the value of developing more of the literary atmosphere in the shop and of getting away as far as practicable from the bald merchandising air of the average department store.

It was eleven o'clock when the gathering arose to a vote of thanks to the speakers for a most interesting and profitable evening. The attendance was large.

COMMUNICATIONS.

"THE UPAS TREE."
MEDINA, N. Y., October 10, 1912.

To the Editor of The Publishers' Weekly.

Please explain the following: On page 1137 of the Publishers' Weekly is an ad., "The Upas Tree," by F. L. Barclay, author of "The Rosary," etc. Price, \$1. On page 1144 is "The Upas Tree," by R. McMurdy, etc. Price, \$1.35.
C. S. Murdock.

[The best explanation is the following letter.-Ed.]

CHICAGO, October 12, 1912. To the Editor of The Publishers' Weekly.

Accept my sincere thanks for your kindly personal mention. "The Upas Tree" will be on sale by the time this reaches you. Orders are coming in in larger numbers and for larger quantities than I had expected, and I shall have to start another printing next week. I regret very much the unfortunate coincidence of a simultaneous announcement, so far as the book trade is concerned, of another book under the same title by the Putnams. Mr. Mc-Murdy is a very busy lawyer, and has devoted only his leisure time to writing. He commenced this novel many years ago, and the title, "The Upas Tree," was selected by him about four years ago. The underlying purabout four years ago. pose in his book is the abolition of capital punishment, and the upas tree here symbolizes the gallows, which makes the title in this case very appropriate. Under ordinary circumstances, even at this late day, it might have been possible for us to adopt another name, although that would involve making new cover dies and resetting about half the book. We are, however, under tacit obligations to the advocates of anti-capital punishment legislation throughout the country, and particularly in one of the States where this matter is up for referendum at the November election. In that State—Oregon—the Governor has enlisted himself in the campaign, and Mr. McMurdy's book has been widely advertised by name. For us to change the name now or delay publication would be unfair to the cause, and also to the many earnest people who are disinterestedly espousing it, and who expect help from this book.

F. J. SCHULTE.

OBITUARY NOTES.

JEROME WILLIAM WALKER, well known in the New York City printing trade, died last Monday as the result of injuries he suffered when two elevated trains were in collision. Mr. Walker was the manager of the J. J. Little & Co. printing establishment, and formerly was manager and vice-president of the Trow Press.

ADRIAN HOFFMAN JOLINE, of the firm of Joline, Larkin & Rathbone, for four years receiver of the Metropolitan Street Railway system of New York, and one of the best-known corporation lawyers in the country, died Tuesday, at his home in New York. To the book trade he was known as an enthusiastic and discerning book and autograph collector. He was the author of "Meditations of an Autograph Collector," "Diversions of a Book Collector," "At the Library Table," and several other similar works.

LITERARY AND TRADE NOTES.

Satire, the weekly publication devoted to "the higher type of humor," has suspended publication.

Completely up to date and comprehensive, Victor W. Page's "The Modern Gasoline Automobile" (Henley) is ready for all interested in motor cars. It contains ten large folding plates and 500 illustrations.

On September 29 last, the English publishing house of Murray completed one hundred years' occupation of its London premises in Albemarle Street, W. John Murray, the fourth of the name, received many expressions of regard from all over the world.

THE story of a horse belonging to a wild band roaming the Nevada deserts is dramatically told by Clarence Hawkes in "Piebald, King of Bronchos," published by George W. Jacobs & Co. This is the seventh of Mr. Hawkes' biographies of wild animals.

ONLY those who have never read Leonard Merrick will dispute his right to a place among the foremost novelists. He grew slowly into fame, truly, but here he is. Two new Merrick novels, "This Stage of Fools" and "One Man's View"—characteristic titles—are just published by Mitchell Kennerley.

THE Burroughs Adding Machine Company, of Detroit, has just issued a Systems Bulletin for printers and publishers relating to cost

accounting in their special lines. There is considerable data in the bulletin that will appeal to stationers who maintain printing and engraving plants.

"The Goldfish," by Julian Street, author of "The Need of Change," "Ship-Bored," "Paris a la Carte," etc., is a Christmas story for children between six and sixty, written in Mr. Street's happiest style. It contains four full-page color plates by Eugénie Wireman, and decorative, tinted borders.

Besides Warwick Deeping's "The Strong Hand" and May Edginton's "The Adventures of Napoleon Prince," Cassell & Company's fiction list includes "The Man at Lone Lake," by Virna Sheard, a romance of the wilds; "The House of Windows," by Isabel E. Mackay, and Percy Brebner's "The White Gauntlet."

The latest addition to Spalding's "Red Cover" series of athletic handbooks, "Olympic Games, Stockholm, 1912," by James E. Sullivan, is just published by the American Sports Publishing Co. The same firm calls attention to the Christmas gift possibilities of their "American National Game," by A. G. Spalding.

An attractive little series of juveniles, "The Mother Goose Series," published by Rand, McNally & Co., contains eight such titles as "Little Miss Muffet" and "Little Bo-Peep." In each book are found from fifteen to twenty old favorites, illustrated in colors by Blanche Fisher Wright. The books are 10 x 12 inches in size.

PREPARATIONS are under way for the centenary celebration of the birth of Sir Isaac Pitman, the phonologist and inventor of the most widely used system of shorthand. Exercises will be held in January in London, Manchester and New York. Woodrow Wilson and Andrew Carnegie are members of the committee having the work in charge.

Francis Arnold Collins, who wrote "The Boys' Book of Model Aeroplanes" and "The Second Boys' Book of Model Aeroplanes," has written "The Wireless Man," which the Century Co. issued October 16. The only technical chapter of the book is one for the amateur wireless operator; the rest is made up of true stories of wireless adventure on land and sea.

It may be of interest to note that two of the presidential candidates, Theodore Roosevelt and Woodrow Wilson, have each purchased, within the last few days, copies of "Ashton-Kirk, Secret Agent," by John T. McIntyre. The purchases were both made at the Doubleday, Page & Company's bookshop in the Pennsylvania Railroad Terminal Station. Evidently both distinguished gentlemen appreciate a good detective story.

Why should the worthy standard books of non-fiction retire to the storeroom shelves at Christmastime? Surely some of these welltested works would receive as warm a welcome at Christmas as at any other season of the year. The A. S. Barnes Company call attention to "Barnes' Popular History of the United States"—fascinating reading for young or old—which might well enter the library of any home at the same time as the holly.

W. B. Maxwell, whose latest novel, "In Cotton Wool," was one of the successes of the season, both in England and America, has dramatized his earlier novel, "The Guarded Flame," which will be produced in Paris. The novel had already attracted much attention in a French translation. Mr. Maxwell is now at work upon a new book, which will be published by D. Appleton & Company early in the new year.

AMY STEEDMAN'S "Our Island Saints," a juvenile which the Putnams have in train for fall publication, contains in story form the biographies of the great saints of the British Isles, embellished with mellow-toned illustrations by Mrs. M. D. Spooner. Among the lives are those of St. Alban, St. Augustine of Canterbury, St. Kentigern, St. Patrick, St. David, St. Bridget, St. Margaret of Scotland, and St. Hugh of Lincoln.

HAROLD MACGRATH'S new novel, "The Place of Honeymoons," just published by the Bobbs-Merrill Company, has for its setting the shores of Lake Como; for its characters an Austrian prince, incognito, a beautiful grand opera singer, a young American hero (deplorably wealthy), an ex-prizefighter (the father of the singer) and his socially ambitious wife; and for its climax, something rather unusual in the way of a denouement.

L. C. PAGE & COMPANY, Boston, announce that to meet the holiday demand they have published in new holiday editions three of Annie Fellows Johnston's most popular stories for young people, as follows: "The Little Colonel," which story is also included in the first volume of the Little Colonel Series; "Big Brother," and "Giant Scissors." A fourth title, "Two Little Knights of Kentucky," will be issued in a uniform edition late this month.

MANY are the books now published that children ought to like—and no doubt the docile child does like the scientifically prepared mental food it ought to like. But just to be sure that Christmas morning will bring no disappointments, at least one book of humor, pure and simple, should find its place among the Christmas books; such a book, for instance, as "Sky Island," by L. Frank Baum, whose nonsense and imagination have always proved irresistible to the normal child.

WILLIAM DANA ORCUTT, author of "The Spell" and other novels, formerly head of the University Press at Cambridge, Mass., and now with the Plimpton Press, at Norwood, has compiled a handbook for all who have to write or print anything from a souvenir postal card to a book on anthropology, in "The Writer's Desk Book," a volume taking up such subjects as punctuation, capitalization, spelling, abbreviations, proofreading, postal regulations, etc. It is published by the Stokes Company this fall.

The announcement is made by Lothrop, Lee & Shepard Co. that Dr. Francis Rolt-Wheeler, the well-known author of boys' books and of books of science, is issuing this season in book form his poetic drama, "Nimrod." Prominent in the National Poetry Society. Dr. Rolt-Wheeler also is lecturing widely on American poetry, and "Nimrod" is awaited with interest. While the period with which this drama deals is in the very dawn of history, its theme—democracy—is modern and compelling.

"The New Life of Byron," in two volumes, by Ethel Colburn Mayne, just published by the Scribners, is the first detailed life since the publication of Lord Lovelace's "Astarte" in 1905, and thus the first seriously written biography since the "Byron Mystery" was solved. In it the author discusses that remarkable episode and the theories evolved by Mr. Richard Edgcumbe from the publication of "Astarte"; she sums up the psychological situation of the three parties concerned, and points out the true value of Harriet Beecher Stowe's revelations.

There's nothing quite so interesting as to hear just what other people think of us, especially people inclined to be kindly and endowed with humor. Those points that struck Arnold Bennett as surprising, amusing or odd in his recent visit to this country are noted in his "Your United States," published by Harper & Brothers. His impressions are free from prejudice, and have the narrative interest of fiction. Harper's most important juvenile for grown people is also ready—Peter Newell's "Rocket Book," wherein the upward course of a rocket through an apartment house is hilariously traced.

MARY CAROLINE CRAWFORD, who "makes history as fascinating as romance," as shown in her earlier books, "Romantic Days in Old Boston" and "Old Boston Days and Ways," has supplied in her forthcoming book, "Romantic Days in the Early Republic" (Little, Brown & Co.), the early social history of Washington, New York, Richmond, Baltimore, Philadelphia, Charleston, New Orleans, and the several cities of New England at the time when the Republic was young and social customs were still full of Old World quaintness and charm. Miss Crawford is an ardent Suffragist, and devotes all her spare time to sociological study and the writing of books.

The important announcement is made by J. B. Lippincott Company that "Julius Cæsar," the seventeenth volume in the new Variorum edition of the works of Shakespeare, is on press for publication early in 1913. The preparation of this edition was the lifework of Dr. Horace Howard Furness, acknowledged to have been the world's greatest authority upon Shakespeare. For many years he was assisted by his son, Horace Howard Furness, Jr., who has contributed two volumes to the work, and to him now falls the task of editing the remaining plays. The work will therefore be continued along the

same lines laid down by Dr. Horace Howard Furness.

THE versatile H. G. Wells, the English novelist, has again surprised his public by producing a book for children, which Small, Maynard & Company are publishing this fall. It is entitled "Floor Games," and is a fascinating unfolding of the possibilities of the floor and wooden blocks. Mr. Wells' two sons were his accomplices in the daring deed, and their boyish faces adorn the cover of the book, which introduces you to the uncharted mysteries of the Green Linoleum Seas and of fascinating adventures with the strange tribes that inhabit the sombre virgin forests of the woolly hearthrug. As Mr. Wells remarks, "The home that has no floor upon which games may be played falls so far short of happiness."

A NUMBER of Dodd, Mead & Company's important fall books have appeared within the last two weeks, among them the new Harrison Fisher gift book, "Maidens Fair"; the novelization of "Peter Grimm"; "Wonders of the World, as Seen and Described by Great Writers," collected and edited by Esther Singleton; "The Flower Fields of Alpine Switzerland," by G. Flemwell, with 25 illustrations in color by the author; "Dawson, '11—Fortune Hunter," by John T. McCutcheon; "The Closing Net," a novel by Henry C. Rowland; "Adrian Scroop," by R. A. Wood-Seys; "The Old Lover," by Weymer Mills; a beautiful holiday edition of Maeterlinck's "The Life of the Bee"; and "The Romance of Sandro Botticelli," by A. J. Anderson.

Andrew Lang's twenty-fourth annual Christmas book, "The Book of Saints and Heroes," has just been published by Longmans, Green & Co. The subject-matter is drawn from the wealth of mediæval Christian legend. Other important books from this house are Cyril Ward's "Royal Gardens," with thirty-two reproductions from water-color drawings by the author, and "The New Book of Golf," edited by Horace G. Hutchinson. "The Story of the Discontented Little Elephant, Told in Pictures and Rhyme," by E. CE. Somerville; "Old Rhymes with New Tunes," composed by Richard Runciman Terry; and "Molly and Margaret," by "Pat," the story of two little girls in a seaside village, are among the juveniles on the Longmans list.

PERHAPS the most notable of the Houghton Mifflin Company publications announced for October 19 is a new edition of "Pike County Ballads," with illustrations by N. C. Wyeth. Other volumes to be published at the same time are two collections of essays, "Time and Change," by John Burroughs, and "The American Mind," by Bliss Perry; "Prudent Priscilla," by Mary C. E. Wemyss, author of "The Professional Aunt" and "People of Popham"; "The Children of Light," by Florence Converse; Frederic Crowninshield's new book of poems, "Villa Mirafiore"; "Around the Clock in Europe," a unique series of travel sketches by Charles F. Howell; "The

Young Minute-Man of 1812," by Everett T. Tomlinson; "Billy Popgun," a story for children, illustrated in color by the author, Milo Winter; and the sixth Riverside Reader.

Henry Holt & Company issue half a dozen books to-day: "The Montessori Mother," by Dorothy Canfield, whose novel, "The Squirrel-Cage," is already in its third edition; "American Graphic Art" is by F. Weitenkampf, curator of prints in the New York Public Library; "The Collectors," a volume of stories by Frank Jewett Mather, Jr., Professor of Art at Princeton; a continuation of "Saints and Heroes to the End of the Middle Ages," by Dean Hodges, treating of Luther, Loyola, Cranmer, Knox, William the Silent, Wesley, Livingstone and others; Burton Egbert Stevenson's highly inclusive anthology, "The Home Book of Verse"; and "My Dog and I," both written and illustrated by Gerald Sidney, an amusing and unpretentious book concerning a hobbledehoy pup of sable coat and more sable propensities.

November will bring a number of new books of note from the George H. Doran Company in art, biography, history and other branches of literature. "An Artist in Egypt," written and illustrated by Walter Tyndale, with forty illustrations in color, promises to be one of the most artistic books of the season. "The German Empire and the Peace of the World" secured for its author, A. F. Fried, the Nobel Peace Prize. "From My Hunting Day Book," by his Imperial Highness, the Crown Prince of the German Empire, is a record of the future Emperor's hunting experiences in Europe and America. Other books on the Doran list include "Who's Who in Dickens," by A. H. Fyfe; "Change in the Village," by George Bourne; "Books and Bookmen," by Ian Maclaren; "The Memoirs of Francesco Crispi"; "A History of France," by H. E. Marshall; and Herbert Kaufman's new philosophy of life, "Do Something!"

BUSINESS NOTES.

CALDWELL, KAN.—E. X. Glover, who for many years engaged in the book and stationery business here, has retired. George S. Hill is the successor.

GALESBURG, ILL.—The O. T. Johnson Company, a department store, will celebrate its fiftieth anniversary from October 21 to 26, inclusive.

KIRKSVILLE, Mo.—E. J. Harvat, formerly interested in the Normal Book Store, will open a new store about January 1.

New York City.—Gerhardt & Harzof, owners of the Lexington Book Shop, 120 East 50th Street, have opened a new shop in the Fourth National Bank Building, 20 Nassau Street. Both establishments will be conducted under the firm name of C. Gerhardt & Co., the uptown store also retaining the caption of Lexington Book Shop. William H. Royce, long connected with the 50th Street store, will be in charge of the downtown branch.

NEWARK, N. J.-L. Bamberger & Co. opened, on October 16, their new two-million-dollar eight-story department store. The firm was established in a very modest way in 1893, but the business grew rapidly. The book department is located on the commodious mezzanine floor above the main floor. The new building is the last word in department-store architecture, a model as regards lighting, heating and ventilation. It has six entrances, high ceilings, an ideal elevator and moving-stair system, a telephone switchboard requiring eight operators, a number of fire-protection systems, a large restaurant, sumptuous rest room, cold-storage vaults, and departments to supply practically every human need.

WEST LEBANON, IND.—J. S. DeLancey has succeeded William Beatty, bookseller and jeweler.

VISITING BUYERS-NEW YORK CITY.

FOR THE WEEK ENDING OCT. 16, 1912.

J. S. Murray, of Albany, N. Y. Miss H. B. Mason and Thomas F. Heffer-nan, representing Fowler, Dick & Walker, Wilkes-Barre, Pa.

Lester Hyatt, of Tristram & Hyatt, Norwalk, Conn.

K. Cavanaugh, representing the Ashton D. G. Co., Rockville, Ill.

Maxium, representing Fowler, Dick & Walker, Evansville, Ind.

Mr. Halloway, representing White & Leonard & Co., Salisbury, Md.

I. Cohen and Miss Duffy, of Cohen & Co., Richmond, Va.

John Schick, of Steiger & Schick, Portchester, N. Y.

AUCTION SALES.

OCTOBER 21, 22 and 23, 2:30 and 8:15 P.M.— The library of Charles C. Johnston, of Chicago, a remarkable collection of fine books. (No. 968; 1022 lots.) - Anderson.

OCTOBER 22, 2:30 P.M.—Catalogue of books mainly from two Connecticut libraries. (No. 476; 95 lots.) - Merwin-Clayton.

OCTOBER 24, 2:30 P.M.—Books and library sets, limited editions, Americana, angling, birds, horses, etc. (No. 477; 308 lots.)—Merwin-Clayton.

OCTOBER 24 and 25, 2:30 P.M.—Americana, the collection of C. A. Housman, of Brookfield Center, Conn. Part I. (No. 969; 563 lots.)— Anderson.

OCTOBER 25 and 26, 2:30 P.M.; 10:30 A.M. and 2:30 P.M.—Valuable library of the late Charles H. Pennypacker, Burgess of West Chester, Pa., containing Americana, genealo-gies, early imprints, etc. (No. 1069; 1088 lots.) -Freeman-Henkels.

OCTOBER 28, 2:30 and 8:15 P.M.—Americana, the library of the late Benson J. Lossing, American historian. Part III., autographs,

prints, broadsides. (No. 970; 302 lots.)-Anderson.

OCTOBER 28 and 29, 10:30 A.M.-Miscellaneous books-American history, biography, the drama, medical books, etc. (No. 478; 806 lots.) - Merwin-Clayton.

November 8, 2:30 and 8 P.M.—Valuable autograph letters and historical documents belonging to Charles I. Turner, deceased. (No. 1068; 559 lots.) - Freeman-Henkels.

PICK-UPS.

OVER THE TELEPHONE.

CUSTOMER.—"Please send me a copy of the 'Ascent of Man.'"

BOOKSELLER.—"The 'Descent of Man'"? CUSTOMER (emphatically).—"No; as"! BOOKSELLER (indignantly).—"Really, madame"-

(An actual occurrence.)

BIBLIOGRAPHIC NOTES.

CATALOGUES OF NEW AND SECOND-HAND BOOKS.

John Heise, Syracuse, N. Y., 410 Onondaga Bank Building, Catalogue of autograph letters signatures. (Nos. 68-69; 250 titles.)

Julius Kuhlman, Philadelphia, Pa., 326 N. Tenth St., Catalogue of magazines and periodicals, proceedings, transactions and collections of historical and other societies, etc. (No.

Joseph McDonough Co., Albany, N. Y., 73 Hudson Ave., Monthly catalogue of rare and fine books in various departments of literature, including art, astronomy, the drama, etc. (No. 289; 5302 titles.)

Libero Merlino, Rome, Piazzi Nicosia, 31, Catalogue de livres anciens. (No. 19; 539 titles.)

Martinus Nijhoff, La Haye, Lange Voorhout 9, Choix de livres sur les indigènes de l'Amerique offerts aux prix marqués par la librairie. (No. 136; 280 titles.)

Frederick Pustet & Co., New York, 52 Barclay St., Catalogue of liturgical publications. (No. 791.)

Toronto Book Co., Toronto, Can., 307 Yonge St., An interesting collection of miscellaneous books, including Americana, art, biography,

occult books, etc. (No. 59; 771 titles.)

James Tregaskis, London, W. C., 232 High
Holborn. Caxton head catalogue of rare and interesting books, including early English translations of the classics, etc. (No. 729; English 629 titles.)

James Tregaskis, London, W. C., 232 High olborn. Caxton head catalogue. (No. 730; Holborn. Caxton head catalogue. 801 titles.)

J. H. Williams, Kingston, N. Y., 86 Pierpont St. Catalogue of a valuable private collection of Americana—Lincoln. Civil War, Confederate, and other desirable items recently ac-

quired. (No. 5; 639 titles.)

Henry Young & Sons, Liverpool, 12 South
Castle St. Catalogue of rare and interesting books. (No. 434; 412 titles.)

Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added. Where not specified the binding is cloth.

A colon after imitial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tl. (32mo: 12½ cm.); Fe. (48mo: 10 cm.). Sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8°, etc.

- Adams, H: Theory and practice in designing. N. Y., Van Nostrand, '11. c. 257 p. il. 8°, \$2.50 n.
- Addison, Alb. C. The romantic story of the Puritan fathers and their founding of new Boston and the Massachusetts Bay Colony, together with some account of the conditions which led to their departure from old Boston and the neighboring towns in England; with numerous original illustrations. Bost., L. C. Page. c. 14+243 p. O. \$2.50 n., bxd.

This companion volume to "The romantic story of the Mayflower Pilgrims" includes an account of Old Boston, England, as well as of the men of mark who made American Boston, and other New England cities; and of their voyages, privations, fortunes and development under the guidance of such men as Lohn Cotton.

John Cotton.

Alexander, Mary Charlotte. The story of Hawaii. N. Y., Am. Book. Co. c. 272 p. il. maps, D. 75 c.
Supplementary reader telling Hawaii's history, past

and present.

Allen, Bernard Melzar, and Phillips, J: Lewis. Latin composition. Rev. ed. Bost., Allyn & Bacon. c. 10+266+28 p. 12°,

Allen, Phoebe. The last legitimate king of France, Louis XVII. N. Y., Dutton. 26+

431 p. il. pors. O. \$5 n.

Brings evidence that Charles Guillaume Naundorf was the real Louis XVII. of France, having been taken secretly from the Temple prison, where another child was left in his place; and gives the history of Naundorf tory of Naundorf.

- Allsopp, H: An introduction to English industrial history; with maps and appendix. N. Y., Macmillan, 8+160 p. 12°, \$1.60 n.
- Ambes, Baron d'. Intimate memoirs of Napoleon III. In 2 v. Bost., Little, Brown. 809 p. 8°, \$6 n.
- American Prohibition year book for campaign 1912; ed. by W: E. Johnson and others. Chic., Nat. Prohibition Press, 106 N. La Salle St. 192 p. D. 50 c.; pap., 25 c.
- American School of Correspondence, Chicago. Aerial propeller; instruction paper, prepared by C: B. Hayward. Chic., Am. Sch. of Corr. c. 32 p. diagrs., 8°, 50 c.
- Anderson, A. J. The romance of Sandro Botticelli woven from his paintings; with

photogravure front, and 19 other illustrations. N. Y., Dodd, Mead, 323 p. O. \$3 n.
The aim of the book is to present a life-like picture of Botticelli, and to set this among the scenes of the painter's lifetime. By the author of "The remance of a friar and a nun," "The romance of Fra Filippo Lippi," etc.

Andrews, Matthew Page, comp. The Dixie book of days. Phil., Lippincott. c. 294 p. front. D. \$1 n.

Brief selections in prose and verse illustrative of the history and literature of the South.

- Anglo-Saxon (The) chronicle; ed. from the translation in Monumenta historica Britannica and other versions by J. A. Giles. Y., Macmillan, 10+211 p. front. (Bohn lib.) \$1 n.
- Arnold, Horace Lucian. The complete costkeeper: some original systems of shop costkeeping or factory accounting, together with an exposition of the advantages of account keeping by means of cards instead of books, and a description of various mechanical aids to factory accounting, now comp. for the first time. N. Y., Engineering Mag. Co. c. 7+408 p. il. forms, 8°, \$5.
- Ash, Edn. Lancelot. Faith and suggestion; [including an account of the remarkable experiences of Dorothy Kerin.] Phil., P. Reilly, 133 N. 13th St. 153 p. por. pls. D. \$1.25 n.

Recounts the miraculous recovery of Dorothy Kerin and gives in detail her visions.

- Associated College Women Workers, Chicago, comp. The Cook County cook book; comp. from recipes contributed by Cook County ladies. Chic., McElroy Pub. c. 574 p. 12°, \$1.
- Babson, Roger Ward. Bonds and stocks; the elements of successful investing. Wellesley Hills, Mass., Babson Statistical Organization (Inc.). c. 402 p. diagrs., 12°. (Given with course.)
- Corah's school chums. Baldwin, May. Phil., Lippincott. 306 p. il. 12°, \$1.25 n.
- Bancroft, Hubert Howe. The new Pacific. Rev. ed. N. Y., Bancroft Co. c. 10+2+ 549 p. map, 8°, \$2.
- Banfield, E. J. My tropic isle. N. Y., Outing Pub. 315 p. pls. O. \$2.50 n.

 Describes the life of a volunteer modern Robinson Crusoe on an island north of Australia. By the author of "The confessions of a beachcomber."
- Barbour, Sir D: Miller. The standard of value. N. Y., Macmillan. 16+242 p. 8°, \$2 n.
- Barnes, Lemuel C., D.D. Elemental forces in home missions. N. Y. and Chic., Revell. 12°, 75 c. n.
- Barrows, W: E. Light photometry and illumination. N. Y., McGraw-Hill. 335 p. il. 8°, \$3 n.

Barry, J. Arth. Sea yarns. Phil., Lippincott. 300 p. il. 12°, \$1.25 n.

Bates, Lindon Wallace, jr. The path of the

conquistadores; with 24 il. and a map. Bost., Houghton Mifflin. 7+307 p. O. \$3.50 n. Deals with life in Great Britain's tropical colony of Trinidad, with Latin American society, sport and adventure in Venezuelan Guiana, and touches upon the political and commercial conditions of the region about which the boundary dispute of some years ago took place. By the author of "The Russian road to China," etc.

Bax, Ernest Belfort. Problems of men, mind, and morals. Bost., Small, Maynard. 294 p. O. \$1.50 n.

Series of essays on The problem of ethical evolution; The problem of the hearth, the throne, and the altar; The problem of Socialist fundamentals; The problem of modern feminism; The problem of alcohol; The problem of Christianity as value, etc., etc.

Belasco, D: The return of Peter Grimm; il. by J: Rae. N. Y., Dodd, Mead. c. 344 p. D. \$1.25 n.

D. \$1.25 n.
Stubborn old Peter Grimm, with two ideals closest to his heart—the perpetuation of the business of raising ilowers, which has been in the family for generations, and the happiness of his young niece—thinks that he has achieved his dearest wish when he is able to give both the business and the hand of his niece to a favorite nephew. And in a glow of happiness he dies; he dies, but does not depart. The nephew is unworthy, the girl who is pledged to him is unhappy, and Peter Grimm, remaining in the haunts of his lifetime, unseen but seeing, learns at last the most unwelcome truth. Novelized from the play.

Bell, Rob. Stanley Warren. Black Evans. N. Y., Macmillan. c. 7+280 p. il. 8°, \$1.50 n.

Belloc, Hilaire, i.e., Joseph Hilaire Pierre. The green overcoat; with il. by G. K. Ches-N. Y., McBride, Nast. 333 p. D. terton. \$1.20 n.

A psychology professor starts home from a party in another man's overcoat, and is kidnapped by two young men, and forced to write a check for £2000, drawn to one of them, having found a check-book in the coat pocket. On his return home he gives out a story of aphasia, which he proceeds to embellish in a way that draws the attention of the scientific and newspaper-reading world. His story and his kidnappers finally are brought together in an amusing situation. situation.

Bennett, R. J. Bookkeeping and accounting exercises. pts. 1-2. N. Y., Am. Book Co. c. 96; 112 p. O. pt. 1, 40 c.; pt. 2, 45 c.

Bernheim, I: W. History of the settlement of Jews in Paducah and the lower Ohio Valley. Louisville, Ky., Bernheim Distilling Co., Inc. 78 p. por. S. hf. cl., \$1.

Author once president of Jewish congregation in

Author one Paducah, Ky.

Bible. The holy Bible; containing the Old and New Testaments; tr. out of the original tongues; being the version set forth A.D. 1611 compared with the most ancient authorities and revised A.D. 1881-1885. Newly ed. by the American Revision Committee A.D. 1901. Standard ed. [Pica text.] N. Y., T: Nelson & Sons, '01. c. 8+291 p. maps, O. cl. bds., \$1.50; Egyptian seal, \$2.50; divinity circuit, \$3; Persian levant, \$4.50; genuine seal, \$5.

The new covenant; commonly called New Testament of Our Lord and Savior, Jesus

Christ; tr. out of the Greek; being the version set forth A.D. 1611 compared with the most ancient authorities and revised A.D. 1881. Newly ed. by the New Testament members of the American Revision Committee, A.D. 1900; the words of Christ are emphasized by being printed in black face type. Standard ed. N. Y., T: Nelson & Sons, 'oi. c. 538 p. front. Tt. flextan suede, 55 c.; French mor., 65 c.; Persian mor., \$1.50.

Black, Hugh, D.D. Friendship. New ed. N. Y. and Chic., Revell. 8°, \$2.50 n., bxd.

Blackwood, Algernon. Pan's garden; a volume of nature stories. N. Y., Macmillan. c. 11+530 p. il. 8°, \$1.50 n.

Boutroux, Emile. Historical studies in philosophy. N. Y., Macmillan. c. 11+336 p. 8°, \$1.50 n.

Bowen, Marjorie, [pseud. for Gabrilla Vere Campbell.] The soldier from Virginia. N. Y., Appleton. c. 346 p. pls. D. \$1.30 n.

The love stories of Washington, Benedict Arnold, and Washington's ward, Hortense de Beaujeu. The story begins in the French and Indian wars, and runs to the end of the Revolution.

Bragg, W: H: Studies in radioactivity. N. Y., Macmillan. 10+196 p. 8°, \$1.60 n.

Brown, Helen Dawes. How Phoebe found herself. Bost., Houghton Mifflin. c. 223 p. D. \$1.15 n.

Story for girls. Phoebe went to college in the early days when an A.B. was supposed to lead at least to a livelihood, if not a carcer. She finds both a "career" and great happiness for herself and others in her home and in Still Waters, her home town.

Brown, Percy. Picturesque Nepal. N. Y., Macmillan, 16+205 p. 8°, \$3 n.

Browning, Rob. Works; complete works. of Robert Browning; introds, and notes by

of Robert Browning; introds. and notes by Charlotte Porter and Helen A. Clarke. Pocket ed. In 12 v. N. Y., Crowell, c. fronts. D. ea., \$1; leath., \$1.50; per set, \$12, bxd.; leath., \$18, bxd.

Contents: v. 1, Pauline, Paracelsus, Pippa passes, King Victor and King Charles; v. 2, Stratford, Sordello; v. 3, The return of the Druses, A blot on the 'scutcheon, Colombe's birthday. Lurea, A soul's tragedy; v. 4, Dramatic lyrics, Dramatic romances, Christmaseve and Easter-day; v. 5, Men and women, In a balcony, Dramatis personæ; v. 6, Balaustion's adventure, Aristophanes' apology; v. 7. The ring and the book, v. 1; v. 8, The ring and the book, v. 2; v. 9, Prince Hohenstiel-Schwangau, Fifine at the fair. Pacchiarotto, Miscellaneous poems; v. 10, Red Cotton Night Cap country, The inn album, The two poets of Croisic; v. 11, The Agamemnon of Æsculus, La saisiaz, Dramatic idyls, Jocoseria; v. 12, Ferishtah's fancies with parleyings with certain people, Asolando.

Browning, Rob. The pied piper of Ham-

Browning, Rob. The pied piper of Hamelin, [col.] il. by Marg. W. Tarrant. N. Y., Dutton, 6+42 p. 16°, \$1.25 n.

Brushingham, J: Patrick, D.D. Spiritual electrology. Cin., Jennings & G. c. 54 p. D. 25 c. n. Spiritual lessons expressed in terms of electricity.

Bryce, Ja. South America; observations and impressions. N. Y., Macmillan, c. 24+

611 p. maps, O. \$2.50 n.

Records observations and impressions formed during a journey made through western and southern

South America from Panama to Argentina and Brazil by way of the Straits of Magellan. Beginning with a description of the scenery and of the social and economic phenomena in Panama, Peru, Bolivia, Chili, Argentina, Uruguay and Brazil, the author takes up the people, the economic resources and the prospects for the development of industry and commerce. Then, as he has occasion, he considers the relics of prehistoric civilization, the native Indian population, and finally the conditions of political life in the several republics. Index. Mr. Bryce is British Ambassador to the United States, and author of "The Holy Roman Empire," "The American commonwealth," etc.

Burk, W: Herb. Historical and topographical guide to Valley Forge. 3d ed., rev. and enl.; il. with photographs by the author and Phil., Winston, c. 166 p. il. fold. others. map, 12°, 25 c.

Burnham, W: H., ed. Bibliographies on experimental pedagogy. N. Y., G. E. Stechert & Co. 49 p. O. (Clarke Univ. Lib. pubs.) pap., 50 c. n.

Burr, W: Hubert, and Falk, Myron S: The design and construction of metallic bridges. 3d ed. N. Y., Wiley. c. 13+532 p. diagrs., 8°, \$5.

Butcher, Bernard Lee, ed. Genealogical and personal history of the upper Monon-gahela Valley, West Virginia; with an account of the resources and industries of the upper Monongahela Valley and the tributary region; together with various historical articles by staff writers. 3 v. N. Y., Lewis Pub. pls. pors. maps, 4°, \$19.

Caldwell's boys' and girls' at home; stories and verses by Mary E. Mann and others; pictures by Gordon Browne and others. N. Y., Caldwell. 191 p. Q. \$1.75; bds., \$1.25.

Cameron, Marg. Tangles; tales of some droll predicaments. N. Y., Harper, c. 367 p. pls. D. \$1.30 n.

Short stories by the author of "The involuntary chaperon," "The cat and the canary," etc. Contents: "Who laughs last"; The woman and the law; The price of the past participle; The thing that couldn't; The pipes o' Pan; The denouement; "The little white hen"; The ultimate moment; Wainwright and the little gods: A chance Samaritan; The mighty triple; The way to the wedding; Who killed Cock Robin?; The forlorn hope.

Cheyne, Eliz. Gibson. The voice of one crying; arranged in cycles by T. K. C. N. Y., Macmillan, 128 p. 8°, \$1.25 n.

Cheyne, Rev. T: Kelly. The mines of Isaiah re-explored. N. Y., Macmillan. 10+ The mines of 199 p. 8°, \$2 n.

Clarke, I. Prisoners' years. N. Y., Ben-

ziger. c. 471 p. O \$1.35 n.
Title, taken from Ben Jonson's "Sad shepherd,"
derotes a story of love and sacrifice. Evodia, the
orphan niece of Lady Beaufoy, becomes engaged to
Felix Scaife. Through the influence of a dying Franciscan Felix changes his faith and the engagement is
broken. After many vicissitudes Evodia becomes a
Catholic. The story ends happily.

Clippinger, Erle E. Illustrated lessons in composition and rhetoric. N. Y., Silver, Burdett, 10+371 p. pls. por. D. \$1.

By assistant professor of English, Indiana State
Normal School.

Cody, Hiram Alfr. An apostle of the north; memoirs of the Right Rev. William Carpenter Bampas, D.D. N. Y., Dutton. 18+ 386 p. il. 12°, \$1.50 n.

Collison-Morley, Lucy. Modern Italian literature. Bost., Little, Brown. 356 p. 12°,

Colvin, Fred Herb., and Stanley, Fk. Arth. American machinist grinding book; modern machines and appliances, methods and results. N. Y., McGraw-Hill, c. 9+383 p. il. diagrs., \$3 n.

Coman, Katharine. Economic beginnings of the far west; how we won the land beyond the Mississippi. In 2 v. N. Y., Macmillan. c. 19+418; 9+450 p. (48 p. bibl.) O. \$4 n., bxd.

History of the settlements beyond the Mississippi and their acquisition by the United States, from the point of view of "underlying economic conditions that determined the outcome of war and treaty and race competition." By author of "Industrial history of the United States." Index.

Congreve, W: William Congreve; with an introd. by W: Archer. N. Y., Am. Book Co. c. 266 p. front. D. (Masterpieces of the English drama.) 70 c.

Corbin, T: W. Romance of submarine engineering. Phil., Lippincott. 316 p. il. 12°, \$1.50 n.

Cowan, G: J. Window backgrounds; a collection of drawings and descriptions of store window backgrounds. Chic., Dry Goods Reporter. c. 256 p. il. por. 8°, \$1.50.

Cowper, W: Selected letters chosen and ed., with a memoir and a few notes. Eversley ed. In 2 v. N. Y., Macmillan. 79+427; 416 p. 12°, \$3 n.

Crawshaw, Fred. Duane. Problems in furniture making. 4th and rev. ed. Peoria, Ill., Manual Arts Press. c. no paging, obl. S. \$1. bds., \$1.20.

Cushing, Paul, [Roland A. Wood-Seys, pseud.] Adrian Scroop. N. Y., Dodd,

Mead. 349 p. D. \$1.25 n.

It is hard to see how there could be objection to the international marriage in which this story culminates, although the happy girl is an American millionairess and the very fortunate man an English Earl, and an impecunious one at that. And for this most desirable and satisfactory state of things a very shrewd, capable, devoted millionaire papa is responsible. How he secures a titled son-in-law and at the same time guarantees his daughter's happiness is too big a secret to disclose. By the author of "The honorable Derek," "Sappho in Boston," etc.

Daavid, Sulaimaan G: Daoud's course. Wash., D. C., Daoud's Sch. c. 20 pt. 8°, \$20.

Wently lectures on psychic problems from the Twenty lectures on Oriental point of view.

Darlington, Edg. B. P. The circus boys on the Mississippi; or, afloat with the big show on the big river. Phil., Altemus. c. 252 p. pls. 12°, (Circus boys ser.) 50 c.

Davidson, L. Marion. Gates of the Dolomites; with a chapter on the flora of the Dolomites by F. M. Spencer Thomson; il. with a map and photographs by the author and others; with an introd, by Sir Melvill N. Y., J: Lane. 322 p. D. Beachcroft. \$1.50 n.

Object of book is not to inform the traveler how

to scale the apparently inaccessible peaks, but how to find the roads, and thread the valleys which lead one to the lovely recesses of the Tyrol.

Davis, F. Hadland. Myths and legends of Japan; with 32 full-page il. [in color] by Evelyn Paul. N. Y., Crowell. 20+431 p.

(5 p. bibl.) O. \$3.50 n. Collection of stories from Japanese lore and literature. There are nearly thirty chapters, and an idea of some of the subjects treated can be gained from the following titles: The period of the gods; Heroes and warriors; The bamboo-cutter and the moon-maiden; Buddha legends; Fox legends; The star-lovers and the robe of feathers; Legends of Mount Fuji; Mirrors; Dolls and butterflies, etc. Index. Index.

Davison, Wa. B. Government in Indiana; from the Indiana edition of Garner's Government in the United States. N. Y., Am.

Book Co. c. 4+96 p. D. 35 c. By instructor in civics, Shortridge and Manual Training High Schools, Indianapolis.

Deering, Fremont B. The border boys with the Texas rangers; with il. by C: L. Wrenn. N. Y., Hurst. c. 296 p. 12°, 50 c.

Democratic (The) text book, 1912. N. Y. and Chic., Democratic Nat. Com., Wash., D. C., and Chic., Democratic Congressional Com. 432 p. nar. O. pap., 25 c.

Dhanamjya. The desarupa; a Hindu treatise on dramaturgy; now first tr. from the Sanskrit with the text and an introd. and notes by G: C. O. Haas. N. Y., Lemcke & B. c. 45+169 p. O. (Columbia Univ., Indo-Iranian ser.; ed. by A. V. Williams Jack-

son.) \$1.50 n.
First English translation of tenth century Hindu treatise, with transliterated text, notes and introduc-

Dromgoole, Will Allen. The island of beautiful things; a romance of the South; il. in color from paintings by Edm. H. Garratt. Bost., L. C. Page. c. 302 p. D. \$1.25 n.
Portrayal of life in the South. Through a little child a strong fighting man, who has lost all confidence in human nature, is led to put his trust in humanity once more—and in a woman.

Dunning, Nelson A. The tariff; all about it—from its rudiments up. [Los Angeles, Cal., Grafton Pub.] c. 198+3 p. por. 16°, 25 C.

Edwards, G: Thornton, comp. The garland of Delight; by several friendly hands; prologue by Kate Douglas Wiggin; drawings and cover design by Carol Content Edwards. Underwood Springs, Me., [The author.] c. 21+58 p. pors. 8°, \$5.

Eliot, George, [pseud. for Mrs. J: W. Cross.] George Eliot day by day; ed. by Alice and E: A. Bryant. N. Y., Crowell. c. 117 p. por. D. (Day by day ser.) limp leath., \$1, bxd.

Elliott, G: Biblical criticism and preaching. N. Y., Eaton & Mains, c. 96 p. S. 35 c. n.
Suggestions to preachers for using the results of
criticism, while retaining the spiritual strength and
help of the Bible.

Emerson, H: Pendexter, and Bender, Ida C. Modern English; introductory lessons in language. New York state ed. N. Y., Macmillan. c. 7+275 p. il. 12°, 50 c. n.

Fairford, Ford. airford, Ford. Newfoundland. N. Y., Macmillan c. 7+88 p. col. pls. 12°, (Peeps Newfoundland. at many lands ser.) 55 c. n.

Field, Eug. Christmas tales and Christmas verse; il. [partly in col.] by Florence Storer.

N. Y., Scribner. c. 119 p. O. \$1.50 n.

New edition suitable for gift. Contents: Christmas hymn; The symbol and the saint; Christmas eve; Joel's talk with Santa Claus; The three kings of Cologne; The coming of the Prince; Christmasse of olde; The mouse and the moonbeam; Christmas morning; Mistress Merciless; Bethlehem-Town; The first Christmas tree; Star of the East.

Fisher, Harrison. Maidens fair; decorations by T. B. Hapgood. N. Y., Dodd, Mead. c. '11-'12. no paging, fol. pls. F. bds., \$3.50 n., bxd.

The collection of the newest types of this artist, together with appropriate poems. A gift book.

Fitch, C: Elliott, ed. Official New York, from Cleveland to Hughes. 4 v. Syracuse, N. Y., [The author,] Loomis Hill Farm, R. F. D. 3. c. '11. pors. 4°, \$30.

Flemwell, G. The flower-fields of Alpine Switzerland; an appreciation and a plea painted and written by G. Flemwell; with 25 reproductions of water-colour drawings.

N. Y., Dodd, Mead. 18+195 p. O. \$2.50 n.
The author of "Alpine flowers and gardens" has given us pictures of the immense carpets of flowers that follow the retreating snow, which show both mass effects and individual specimens.

Flitch, J. E. Crawford. Modern dancing; with 8 il. in color and 40 in black and white. Phil., Lippincott. 228 p. 4°, \$3.75 n.

Foote, Mrs. Mary Hallock. A picked company; a novel. Bost., Houghton Mifflin. 6+ 416 p. D. \$1.30 n.

A company of New Englanders journey across the plains in the forties to settle in Oregon. Two love affairs, one happy, the other unfortunate, are woven through this story of pioneer life on the Pacific slope before and during the gold fever.

Fortescue, J: W: A history of the British army maps and plans. v. 7. N. Y., Macmillan. 22+661 p. maps, 8°, \$6.50 n.

Frazer, Ja. G: The golden bough; a study in magic and religion. 3d ed. pt. 5, vs. 1-2, Spirits of the corn and of the wild. N. Y., Macmillan. 17+319; 12+371 p. 8°, \$6.50 n.

Fur farming for profit; a practical text book on breeding fur-bearing animals either as a distinct industry, or in connection with specialized or general farming. N. Y., Fur News Pub., 71 W. 23d St. 188 p. il. pls. S.

Furst, Herb. E. A. Individuality and art. N. Y., Macmillan. c. 5+108 p. il. 8°, \$1.25 n. Essay written round Turner's famous painting, "The fighting Teméraire."

Garis, Howard Roger. The island boys. or, fun and adventures on Lake Modok. N. Y.,

Fenno. c. 275 p. D. (Island boys ser.) 75 c. Three brothers living on a lake make a business of rowing summer boarders. They have a lively year with rivals, a robbery in which one of the brothers comes under suspicion, a motor-boat fire, and other adventures, but all ends in prosperity and happiness.

Jackie and Peetie Bow Wow; il. by L: Wisa. N. Y., Fenno. c. 197 p. D. (Bed time stories.) 75 c. Two puppies, Jackie, who was "all black, with a

white spot on the end of his stubby nose," and Peetie, who was "all white, with a black spot on the end of his cold nose," go in search of adventures.

Those Smith boys on the diamond. N. Y. Fenno. c. 273 p. front. D. (Those Smith boys ser.) 75 c.

Three brothers make the Westfield Academy base-ball team. They have enemies among the disap-pointed candidates, who get them into trouble in such underhand ways as stealing the glasses of the one who pitches, but an accident cures his eyes in time to win the big game of the year.

Uncle Wiggily's adventures; il. by L: isa. N. Y., Fenno. c. 197 p. D. (Uncle Wisa.

Wiggily ser.) 75 c.
Uncle of the rabbit children, and the duck children, and the squirrel boys goes on a journey to benefit his rheumatism.

Garrold, Rev. R. P. The Black Brother-hood and some of its sisters; a story of home and school. N. Y., Benziger. c. 384 p.

front O. \$1.35 n.

Book for boys. Three boys style themselves the "Black Brotherhood" and have some interesting ad-

Gautier, Théophile. Works: the romances of Théophile Gautier; tr. and ed., with introd., by F. C. De Sumichrast. Pocket ed. In 10 v. Bost., Little, Brown. pls. S. limp

leath., \$15 n., bxd. (Sold only in sets.)

Contents: v. I, Mademoiselle De Maupin; v. I,
with the author's preface and an essay and introd.
by the editor; v. 2, Mademoiselle De Maupin, v. 2;
v. 3, The romance of a mummy; v. 4, Fortunario;
v. 5, Spirite, The vampire, Arria Marcella; v. 6, The
quartette, Militona, and other stories; v. 7, Avatar,
Jettatura, The water pavilion; v. 8, Captain Fracasse,
v. 1; v. 9, Capatain Fracassa, v. 2; v. 10, Jack and
Jill and other stories. Jill and other stories.

Works: The travels of Théophile Gautier; tr. and ed., with introds., by F. C. de Sumi-chrast. Pocket ed. In 7 v. Bost., Little, Brown. pls. 16°, limp leath., ea., \$1.50 n.; per set, \$10.50 n., bxd.

Contents: v. 1, Travels in Spain; v. 2, Travels in Italy; v. 3, Constantinople; v. 4. Travels in Russia, v. 1; v. 5, Travels in Russia, v. 2; v. 6, Paris besieged; v. 7, The Louvre. Leonardo da Vinci, Estebau, Bartolome Murillo, Sir Joshua Reynolds.

George, D: Jefferson, and Bowden, Jos. H: Rules of Isaac Pitman shorthand in a nut-shell. 2d ed. rev. and enl. N. Y., Pitman. c. 2+3-58 p. 12°, 35 c.

Germaine, Quincy. The even hand. Bost., Pilgrim. c. 276 p. front. O. \$1.20 n.

The story is set in a mill town. The characters are mainly mill officials of opposite type; an agent, risen from the ranks, merciless and grasping; a superintendent of the old stock, son of a founder of the mill, siding with the men. The lesson is that fair dealing and consideration for others is answered with trust and goodwill, while "even handed justice," to use the author's motto quotation, "commends the ingredients of our poisoned chalice to our own lips."

Gibson, C: R. Heroes of science. Phil., Lippincott. 344 p. il. 12°, \$1.50 n.

Gifford, Byron Towne. Central station heating. N. Y., Van Nostrand. 208 p. figs. 8°. limp leath., \$4.

Gilbert, G: Holley. Jesus. N. Y., Macmillan, c. 12+321 p. D. \$1.50 n.

The historical Jesus and the legendary Jesus are the two main parts into which author divides his discussion, which is preceded by an introductory section on, and supplemented by a complete index of the sources. Under the historical Jesus are considered Jesus's origin and birth, entrance on a public

career, what Jesus thought of Himself, the ideal of Jesus for His people and the public career of Jesus. Under the legendary Jesus one chapter is devoted to legends of the birth and infancy, one to legends of His public ministry, and one to the legend of a material resurrection.

Gillmore, Mrs. Inez Haynes. Phoebe Ernest, and Cupid; with il. by R. F. Schabelitz. N. Y., Holt c. '10-'12. 338 p. D. \$1.35 n. In this book Phoebe and Ernest grow up and, especially for adults, are as much more interesting as their increased age and the complications arising from the third character in the title would indicate. By the author of "Phoebe and Ernest" and "Janey."

Goebel, Ferdinand. Hermann der cherusker und die schlacht im teutoburger walde; auth. ed. by J. Esser. N. Y., Macmillan. 9+163 p. S. (Siepmann's German texts.) 35 c. n.

Goodrich, Freer A., [Mrs. H. H. Spoer.] Things seen in Palestine. N. Y., Dutton. 254 p. il. 24°, (Things seen ser.) 75 c. n.; leath., \$1 n.

Graves, Fk. Pierrepont. Peter Ramus and the educational reformation of the sixteenth

century. N. Y., Macmillan. c. 11+226 p. (4 p. bibl.) por. D. \$1.25 n.
Biography of the great sixteenth century reformer, Ramus, and a review of his contributions to literature by professor of history of education, Ohio State University. Index.

Great leaders and national issues of 1912; containing the lives and services of all presidential and vice-presidential candidates of all parties, with the platforms of all parties; also the biographies of all political leaders; all important issues discussed by Governor Woodrow Wilson, President Taft, ex-President Roosevelt, and other national leaders; the political history of the United States; including the lives of all the presidents; a magnificent array of portraits and pictures, including portraits of all candidates and leaders of all parties. [Phil., Winston.] c. 320 p. il. pls. (partly col.) pors. 8°, \$1.

Greely, Major-General Adolphus Washington. True tales of arctic heroism in the new world; with il. and maps. N. Y., Scrib-

new world; with il. and maps. N. Y., Scribner, c. 12+385 p. O. \$1.50 n.

Contents: The loyalty of Philip Staffe to Henry Hudson; Franklin's crossing of the Barren Grounds; The retreat of Ross from the "Victory"; The discovery of the northwest passage; The timely sledge journey of Bedford Pim; Kane's rescue of his freezing shipmates; How Woon won promotion; The Angekok Kalutunah and the starving whites; Dr. Rae and the Franklin mystery; Sonntag's fatal sledge journey; The heroic devotion of Lady Jane Franklin; The marvellous ice-drift of Captain Tyson; The saving of Peterson; Life on an East Greenland ice-pack; Parr's lonely march from the Great Frozen Sea; Relief of American whalers at Point Barrow; The missionary's arctic trail; Schwatka's summer search; The Inuit survivors of the Stone Age; The fidelity of Eskimo Brönlund; The wifely heroism of Mertuk, the daughter of Shung-Hu.

Green, Alice Sophia Amelia Stopford, [Mrs.

Green, Alice Sophia Amelia Stopford, [Mrs. J: R: Green.] The old Irish world. Y., Macmillan. 7+197 p. 8°, \$1.60 n.

Griffith, Ira S: Advanced projects in woodwork. Peoria, Ill., Manual Arts Press. c. 10 p. il. pls. obl. 8°, \$1.

Correlated courses in woodwork and mechanical drawings. Peoria, Ill., Manual Arts Press. c. 238 p. il. forms, 8°, \$1.

- Hall, J., D.D. History of the Presbyterian church in Trenton, N. J., from the first settlement of the town. 2d ed. Trenton, N. J., C. L. Travers. 424 p. il. pors. 8°, \$3.50 n.
- Hall, Katherine Stanley. Children at play in many lands: a book of games; il. by Spencer Baird Nichols. N. Y., Missionary Educ. Movement of the U. S. and Canada. c. 11+92 p. 8°, 75 c.
 - Halligan, Ja. E: Soil fertility and fertilizers. Easton, Pa., Chemical Pub. 3+5-9+ 397 p. il. 8°, \$3.50.
 - Hancock, Harrie Irving. The young engineers in Colorado; or, at railroad building in earnest. Phil., Altemus. c. 252 p. pls. 12°, (Young engineers ser.) 50 c.
 - Hancock, Mary S. Children of history. In 2 v. Bost., Little, Brown. 335 p. 12°, ea.,
 - Hastings, W: P. Education, the old and new; school management, the experience of half a century. Battle Creek, Mich., The
- author. c. 299 p. pls. pors. 12°, \$1. Results of entrance examinations to such institutions as West Point indicate weakness in methods of in-struction in our public schools. Author advances up-to-date suggestions for their improvement.
- Greek and Roman por-Hekler, Anton.
- Hekler, Anton. Greek and Roman portraits. N. Y., Putnam. 43+335 p. Q. \$7.50 n. Volume is planned for those who desire for reference and comparison, accurate reproductions of the Greek and Roman plastic portraits. The fine halftenes furnish a complete pictorial history of the evolution of stylistic forms of portraiture in antiquity. Synopsis of the history of each portrait is presented in the key to the list of illustrations, and there are included in the volume other tables to enable the student to ascertain facts of importance and of interest connected with the series.
- Henderson, W: Ja. The soul of a tenor; a romance; front. in color by G: Gibbs. N.
- a romance; front. in color by G: Gibbs. N. Y., Holt, c. 366 p. D. \$1.35 n.

 This very human romance of "Opera Land" deals with a great American tenor born in Pittsburgh, who, through a tense emotional experience, finds his soul. Other leading characters are a soprano in the same company, and his wife—who is not a musician and who is made the more beautiful and compelling of the two women, despite the unusual charm of the soprano. Author is musical critical of the Sun, New York.
- Herzog, Rudolf. The adventurer; auth. tr. by J. W. van Eyndhoven. N. Y., D. Fitz-
- Gerald, Inc. c. 378 p. pls. D. \$1.25 n.
 Joseph Otten, the hero, is a famous singer, a thorough artist, restless and fickle, yet always loving his wife in spite of the amorous interludes in which he frequently indulges. He is the adventurer, constantly seeking new scenes and faces, yet answering the call of home, wife and child in the end. Scene is laid in Cologne.
- Hewlett, Maurice H: Mrs. Lancelot; a
- comedy of assumptions; il. by R. F. Schabelitz. N. Y., Century Co. c. 398 p. D. \$1.35 n. Charles Lancelot, a complacent and imperturbable gentleman, the Duke of Durzes, a great man of affairs, and Gervaise Poore, a perfervid young poet, all love a pale queen of London society in the Georgian period. The story turns on her sentimental experiences. By the author of "The forest lovers."
- Hichborn, Philip. Hoof beats. Bost., Badger. c. 169 p. D. \$1 n.
 Short stories of horses. Contents: The Marquis; Cleopatra; Hammersley's pluck; The brook; The Bishop of Barchester; Mr. Leffington feels inspired; When the Marquis came into his own; Brutus' cow pony; "Those who ride straight."

- Hine, C: De Lano. Modern organization: an exposition of the unit system. N. Y., Engineering Mag. Co. 5-110 p. 12°, (Works management ser.) \$2.
- Hirn, Yijö. The sacred shrine; a study of the poetry and art of the Catholic church. N. Y., Macmillan. 15+574 p. (bibls.) 8°, \$5 n.
- Hobart, Alvah Sabin. Religion for men. N. Y., Association Press. c. 192 p. 12°, (Men
- and religion ser.) 50 c

 Hodges, Dean G: The castle of Zion; stories from the Old Testament. Bost., Houghton Mifflin. c. 7+199 p. pls. O. \$1.50 n. Continues Bible stories begun in "The Garden of Eden" from the death of Saul. Among the episodes recorded are the healing of Naaman, Belshazzar's feast, the hanging of Haman, Daniel in the lion's den, and the adventures of Jonah.
- Höffding, Harold. A brief history of modern philosophy; auth. tr. by C: Finley Sanders. N. Y., Macmillan. c. 10+324 p. D. \$1.50 n.
- \$1.50 n.

 Divided into nine books: 1st, Philosophy of the Renaissance; 2d, Great systems; 3d, English empirical philosophy; 4th, Philosophy of the enlightenment in France and Germany; 5th, Immanuel Kant and the critical philosophy; 6th, Philosophy of romanticism; 7th, Positivism; 8th, New theories of the problem of being upon a realistic basis; 9th, New theories of the problems of knowledge and of value. There is a chronology of the most important events. Index. Author is professor of philosophy, University of Copenhagen; translator is professor of philosophy, Pennsylvania College, Gettysburg, Pa.
- Hoffman, Alice S. Heroes and heroines of English history; il. by Gordon Browne. N. Y., Dutton. 334 p. il. 8°, \$2.50 n.
- Holmes, Arth. The conservation of the child; a manual of clinical psychology presenting the examination and treatment of backward children. Phil., Lippincott. c. 345 p. (3 p. bibl.) il. pors. D. (Lippincott's educational ser.; ed. by Martin G. Brum-
- baugh.) \$1.25 n.

 Assistant director of the Psychological Clinic, assistant professor of psychology, University of Pennsylvania, gives an exposition of the work carried out in that institution. Scientific research has been applied to the child, and the retarded and deficient helped so that they reach their greatest development and usefulness to society.
- Horstmann, H: C:, and others, eds. Electrical workers standard library; complete, practical, authoritative, comprehensive, upto-date working manuals for electrical workers. Brotherhood ed. 3d ed. 8 v. Chic., Nat. Inst. of Pract. Mechanics. c. il. diagrs.,
- Hoyt, J: Clayton, and Grover, Nathan Clifford. River discharge; prepared for the use of engineers and students. 2d ed., rev. and enl. N. Y., Wiley. c. 12+173 p. il. tabs., diagrs., fold. maps, fold. diagr., 8°, \$2.
- Hughes, Eliz. Women for votes; a farce in three acts. N. Y., Dutton. 4+98 p. 12°, \$1 n.
- Hunt, Eliz. Hollister. When Margaret was a sophomore. N. Y., Moffat. Yard. c. 211 p. D. \$1.25 n.
- A picture of life in a twentieth century woman's college. Margaret, Mildred and Ethel participate in

the lively scenes, the funny episodes, and the serious struggles of college life. By the author of "When Margaret was a freshman."

Huntington, Ellsworth. Asia; a geography reader. N. Y. and Chic., Rand, McNally. c. 12+344+15-26 p. il. maps, 12°, 65 c.

Ibsen, Henrik. Brand; a dramatic poem; tr. into English prose by J. M. Olberman. Oregon ed. Portland, Or., [A. F. Ellis.] c. 3+168 p. por. 16°, \$1.

International (The) critical commentary on the Holy Scriptures of the Old and New

Testament; ed. by C: A. Briggs and others. N. Y., Scribner. O. ea., \$2.50 n. V. 23, A critical and exegetical commentary on the epistles of St. Paul to the Thessalonians, by Ja. Everett Hale; v. 24, A critical and exegetical commentary on the Johannine epistles, by Rev. A. E.

Jacherns, Raymond. That troublesome dog. Phil., Lippincott. 298 p. il. 12°, \$1.20 n.

by Arth. W: Brown. Indianapolis, Bobbs-

by Arth. W: Brown. Indianapolis, Bobbs-Merrill. c. 386 p. D. \$1.35 n.

A battered human derelict named "Uncle Michigan" and an equally battered veteran of the Confederate army named "Captain Tinkletoes" (because he wears a bell on his wooden leg) live together on a "johnboat" in the swamp, and one day add to their company a little girl, kidnapped by the former of these precious vagabonds from a parade of asylum orphans in the streets of New Orleans. After several years "Captain Tinkletoes" dies and the rest of the family become stranded in an Iowa town. From this time on the book becomes a study of the social and political life of the town in question. Aurelie grows up to be a beautiful young woman, and the chief object of the affections of two men—one the son of a patrician family, and the other, who is much older, the editor of the local country newspaper. The story of Aurelie going into "married comedy," her return to the old town, the finding of her long-lost father, and the culmination of her love affair make the rest of the tale.

Jones, H. Chapman. Photography of today. Phil., Lippincott. 342 p. il. 12°, \$1.50 n.

Jones, S: I. Mathematical wrinkles. Gunter, Tex., The author. 8+321 p. 12°, hf. leath., \$1.65.

Keown, Rob. McA. Mechanism. N. Y., McGraw-Hill. 169 p. il. 8°, \$2 n.

Ketchum, Milo Smith. Steel mill buildings. 3d ed., enl. N. Y., McGraw-Hill. 562 p. il. tabs., 8°, \$4 n.

Kluchevsky, Valerie O. A history of Russia; tr. by C. J. Hogarth. vs. 1-2. N. Y., Dutton. 8+306 p. il. 8°, \$2.50 n.

Knight, W: Allen. At the crossing with Denis McShane; drawings by Florence Scovel Shinn. Bost.. Pilgrim. c. 58 p. D. 60 c. n. Denis McShane, the central figure, is a witty, warm-hearted Irishman, a crossing sweeper, to whom, in babyhood days, a gypsy fortune teller gave a magic ring, together with a mystic, prophetic rhyme. A friendship springs up between Denis and a broadminded Protestant Dominie. They go together to hear a "gypsy missioner," and at last the secret of the ring is revealed. By the author of "The song of our Syrian guest."

On the way to Bethlehem. Bost., Pilgrim. C. 9+222 p. pls. D. \$1 n., bxd.
A description of the author's journey through Knipe, H: R. Evolution in the past. Phil., Lippincott. 242 p. il. 8°, \$3.50 n.

Kraemer, H: Outline of courses in botany, microscopy and pharmacognosy. Phil., Lippincott. 50 p. il. pap., 50 c. n.

Lackawanna Steel Company. Raising the wreck of the United States battleship "Maine," Havana Harbor. [Buffalo, N. Y., Lackawanna Steel Co.] c. 39 p. il. 16°, \$1.

Laird & Lee's diary and time saver; 14 maps in four colors; including territorial acquisitions, Panama Canal route, Mexico, Canada, conservation, irrigation, reservation, forestry areas, government parks great sea disasters; with dates and important facts about the ill-fated "Titanic." 14th annual ed., 1913. Chic., Laird & Lee. c. 98 p. nar. T. leath., 25 c.

Lang, Leonora Blanche, [Mrs. And. Lang.]
The book of saints and heroes; ed. by And. Lang; with 12 coloured plates and numerous other il. by H. J. Ford. N. Y., Longmans. 8+351 p. O. \$1.60 n.

8+351 p. O. \$1.60 n.

A collection of stories about famous ones of a distant time and some of later date. Contents: The first of the hermits; The roses from Paradise; The saint with the lion; Synesius, the ostrich hunter; The struggles of St. Augustine; Germanus the governor; Malchus the monk; The saint on the pillar; The apostle of Northumbria; St. Columba; Brendan the sailor; The charm queller; Dunstan the friend of kings; St. Margaret of Scotland; St. Elizabeth of Hungary; Saint and king; The preacher to the birds; Richard the bishop; Coletti; The apostle of the Japanese; The servant of the poor; The founder of hospitals; The patron saint of England.

Lawrence, D. H. The tresp Kennerley. 292 p. D. \$1.25 n. The trespasser. N. Y.,

Kennerley. 292 p. D. \$1.25 n.

The full vocabulary of sensuous emotion has been used by the author to tell of a week spent in a beautiful seaside resort of England by a dreamy, impractical, artistic, professional violinist and his pupil, a girl of twenty-six. The man returns to his wife and family and very shortly commits suicide. The story begins a year after the climax, then describes what brought about the shaping conditions. Shows signs of being written under a pseudonym that conceals some unbalanced woman's name.

Le Gallienne, R: The maker of rainbows, and other fairy-tales and fables; with il.

and other fairy-tales and tables; with il. [partly in col.] by Eliz. Shippen Green. N. Y., Harper. c. 104 p. O. \$1.25 n.

Contents: The old coat of dreams; The maker of rainbows; The man with something in his eye; Mother-of-pearl; The mer-mother; The sleepless lord; The man with no money; The rags of Queen Cophetua; The wife from fairy-land; The buyer of sorrows; The princess's mirror; The pine lady; The king on his way to be crowned; The stolen dream; The stern education of clowns.

Leuba, Ja. H. A psychologicl study of religion; its origin, function, and future. N.

Y., Macmillan. c. 14+371 p. O. \$2 n.

Professor of psychology at Bryn Mawr College gives systematic presentation of his views on the nature of religion as a type of human behavior; on the origin and development of magic and religion; on the relation of religion to mythology, metaphysics, morality and psychology and on the religion of the future. Appendix contains definition of religion and critical comments. Index.

Loane, G: G. Diconus; exercises in the meaning of English. N. Y., Macmillan. c. 10+185 p. 12°, 90 c. n.

Louise, of Prussia, Princess, [Princess An-

ton Radziwill.] Forty-five years of my life (1770-1815); ed. by Princess Radziwill, née Castellane, and tr. by A. R. Allinson. N. Y., McBride, Nast. 461 p. pors. O. \$4.25 n. A retrospect begun by the Princess in 1811, discontinued in 1815, was only completed a few days previous to her death. It gives the narrative of her childhood and early years, and of that disastrous period during which the royal family of Prussia endured exile and ill-fortune in the days of the Napoleonic wars.

Lounsberry, H. C. Making good on private duty. Phil., Lippincott, 208 p. 12°, \$1 n.

Ludlow, Ja. Meeker, D.D. Avanti! Garibaldi's battle cry; a tale of the resurrection of Sicily, 1860. N. Y. and Chic., Revell. 12°, \$1.25 n.

Lumholtz, Carl. New trails in Mexico; an account of one year's exploration in north-western Sonora, Mexico, and south-western Arizona, 1909-1910; with numerous il., including two color plates and two maps. N.

Y., Scribner. c. 25+411 p. O. \$5 n.
Field embraces the country along the upper part
of the Gulf of California, east of the Colorado River. The geographical and ethnical studies made are here presented in popular form. The work is profusely illustrated with photographs by the author and others. Mr. Lumholtz is a member of the Society of Sciences of Christiania, gold medallist of the Norwegian Geographical Society, etc., and author of "Among cannibals," "Unknown Mexico," etc. Index.

Lunge, G: Technical methods of chemical analysis. In 3 v. v. 2. pts. 1-2. N. Y., Van Nostrand. 1294 p. il. 8°, \$18 n.

Lynch, F: The new opportunities of the ministry; with an introd. by Hugh Black. N. Y. and Chic., Revell. 12°, 75 c. n.

Lynde, Fs. Scientific Sprague; il. by E. Roscoe Sprague. N. Y., Scribner. c. 406 p.

D. \$1.25 n. Scientific Sp Scientific Sprague is a government chemist with a passion for detective work. This he has a chance to gratify through the tangles which surround the work of his old friend, a railroad superintendent of the "Red Butte Western." There are six incidents, each with a mystery to unravel, which involve some New York capitalists who try to wreck the road.

Lyon, Ja. A practical guide to the modern orchestra. N. Y., Macmillan. 6+93 p. 16°,

McCormick, W: The boy and his clubs. N. Y. and Chic., Revell. 12°, 50 c. n.

McCutcheon, J: Tinney. Dawson '11, for-tune hunter, pictured by the author. N. Y., Dodd, Mead. c. 'II-'I2. 159 p. D. bds., \$I n. The cartoonist of the Chicago Tribune tells with pen and pencil the story of the country boy who seeks his fortune in a big city.

MacGrath, Harold. The place of honeymoons; with il. by Arth. I. Keller. Indianapolis, Bobbs-Merrill, c. 378 p. D. \$1.30 n.
Lake Como is the scene, Nora Harrigan, an Irish-American opera singer, the heroine, and Edward Courtlandt, American millionaire, the hero. Why Nora apparently hates Courtlandt, the parts played by a rival singer, and an Austrian grand duke, with Nora's parents, and several other suitors as an amusing sort of chorus background, make the characters and plot.

Mackay, Alb. Gallatin. An encyclopædia of freemasonry and its kindred sciences; comprising the whole range of arts, sciences

and literature as connected with the institution. New and rev. ed.; prepared under the direction, and with the assistance, of the late W: J. Hughan by E: L. Hawkins. 2 v. N. Y., Masonic Hist. Co., 227 Fulton St. c. il. pls. pors. 4°, \$12.

Mackintosh, H. R., D.D. The doctrine of the person of Jesus Christ. N. Y., Scribner. 14+540 p. D. (International theological lib.) \$2 n.

Reviews Christology in the New Testament, and up to the present time, aiming to be "a competent guide to the best recent discussion" in Great Britain and Germany, and gives the author's own conclusions. By professor of theology, New College, Edinburgh. In-

McLeod, Malcolm Ja. Fragrance of the Christian ideals. N. Y. and Chic., Revell. 12°, 50 c. n.

Maeterlinck, Maurice. The life of the bee; [New ed.;] tr. by Alfr. Sutro; [col.] il. by E: J. Detmold. N. Y., Dodd, Mead. c. 'oi.

365 p. Q. \$4 n., bxd.

Truly a zoology of the honey-bee, it is as well a philosophy, a poem and a book to be read, apart from one's interest in the special subject.

Mahan, Rear-Admiral Alfr. Thayer. ments and arbitration; or, the place of force

Harper. c, '11-'12. 259 p. O. \$1.40 n.

As a recognized authority on naval subjects, Admiral Mahan stands among the few who are absolutely frank and outspoken in their opinions regarding the naval policy of the United States. He discusses exhaustively the several factors involved in the contrasted methods of armament and arbitration, with all that the two words imply—force on the one band, law on the other. By the author of "From sail to steam," "The influence of sea power upon history," etc.

Marshall, W: Crosby. Elementary machine drawing and design. N. Y., McGraw-Hill. 320 p. il. 8°, \$3 n.

Martin, Ernest Gale. The measurement of induction shocks; a manual for the quantitative use of Faradic stimuli. N. Y., Wiley. c. 7+117 p. il. diagrs., 12°, \$1.25 n.

Maude, Frederic Natusch. The Ulm campaign, 1805. N. Y., Macmillan. 32+264 p. fold maps, fold. tab. (in pocket), 12°, (Special campaign ser.) \$1.60 n.

Mellor, Jos. W. Modern inorganic chemistry. N. Y., Longmans. 20+871 p. figs. O. \$2.20.

Meredith, G: Letters of George Meredith; collected and ed. by his son. In 2 v. v. 1, 1844-1881; v. 2, 1882-1909. N. Y., v. 1, 1844-1881; v. 2, 1882-1909. N. Y., Scribner, c. 5+328; 330+352 p. O. \$4 n.,

Exters extend over some fifty years, beginning—except for a few scattered notes from his boyhood—about 1858, when Meredith was thirty years old, and after his first marriage. Among his correspondents are included his life-long friends, John Morley (Lord Morley), Admiral Maxse, another of his most intimate associates; Frederick Greenwood, Chapman the publisher, Leslie Stephen, Robert Louis Stevenson, Trevelyan, and many others, besides a group of family friends and some of the members of his own household. Collection gives a reflection of temperament and character, of personal relations, of opinions, and even of moods.

The poetical works of George Meredith:

The poetical works of George Meredith; with some notes by G. M. Trevelyan. N. Y., Scribner. c. 15-623 p. por. O. \$2 n.

Methley, Noel T. The life boat and its story. Phil., Lippincott. 318 p. il. 8°, \$2 n.

Miall, L: C. The early naturalists, their lives and work (1530-1789). N. Y., Macmillan. 11+396 p. 8°, \$3.50 n.

Mills, Weymer Jay. The old loves. N. Y., Dodd, Mead. c. 221 p. D. \$1 n.

The impressionable hero passes through several affairs of the heart before his final romance arrives. He is fascinated in turn by his mother, his grandmother, the little Irish girl, the widow, and the heiress—heroines with crinoline and ringlets. By the author of "Caroline of Cortlandt Street," "The girl I left behind me," etc.

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Montgomery, Louise. Mrs. Mahoney of the tenement; il. by Florence Scovel Shinn. Mrs. Mahoney of Bost, Pilgrim. c. 168 p. S. \$1 n.

Short stories about a good-hearted old Irish woman. Contents: The stranger; The green carpet; The universal need; A bit of life; The way station; Why we marry; The glory of the man; Case number 1199.

Morgan, W: Conger, and Lyman, Ja. A. Chemistry; an elementary text book; with Laboratory manual. N. Y., Macmillan. c. 14+429; 13+142 p. il. 12°, \$1.40.

A laboratory manual in chemistry. N. Y., Macmillan. c. 13+142 p il. 12°, 40 c. n.

Müller, J. P. My system for children; with I25 il. from special photographs. N. Y., G. E. Stechert & Co. 112 p. O. bds., 80 c. n. Directions for the physical culture of children from birth by the author of "My system," "My system for ladies," "The fresh air book," etc.

Murfree, Mary Noailles, ["Charles Egbert Craddock," pseud.] The ordeal; a mountain romance of Tennessee; with a front, in color by Douglas Duer. Phil., Lippincott. c. '11-'12. 280 p. D. \$1.20 n. Short tales of the Great Smoky Mountains.

Murray, And., D.D. The state of the church: a plea for more prayer. N. Y. and Chic., Revell. 12°, 75 c. n.

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821 p. il. maps, 8°, \$7.50 n.

General account of the modern science of oceanography, based largely on the scientific researches of the Norwegian steamer "Michael Sars" in the North Atlantic during 1910.

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357 p. D. \$1.20 n.

Boy telegraph operator in a newspaper offce has a chum on a tug, who gets him on board a ship where reporters are not allowed, on the trail of a kidnapping "story." Whereupon adventures follow thick

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Nicholson, Meredith. The provincial Amer-

ican and other papers. Bost., Houghton Mifflin. c. 236 p. D. \$1.25 n.

Essays deal with life and letters in Indiana. Contents: The provincial American Edward Eggleston; A provincial capital; Experience and the calendar; Should Smith go to church?; The tired business man; The spirit of mischief: a dialogue; Confessions of a "best seller." By the author of "A Hoosier chronicle," "The house of a thousand candles," etc.

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Answers such questions as these: Is an octagon more pleasing within a circle or within a square?; Where is the optical center of a page?; What are the most restful colors? Author is president of the New York School of Fine and Applied Arts.

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- Pennell, Jos. Joseph Pennell's pictures of the Panama Canal; reproductions of a series of lithographs made by him on the Isthmus of

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- Purin, C: Maltador, and Roedder, Edn. Carl, comps. Deutsche gedichte und lieder; selected and graded for first, second, and third year high school work. Bost.,

- Heath, c. 6+154 p. pls. S. (Heath's modern
- language ser.) 60 c.
 First compiler is assistant professor of German,
 University of Wisconsin; second is associate professor of German philology in the same institution.
- Pyle, Katharine. In the green forest. New ed. Bost., Little, Brown. 171 p. 8°, \$1.20 n.
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- Republican campaign text-book, 1912. Phil., Republican Nat. Com. 416 p. nar. O. pap.
- Richardson, Norval. The honey pot; or, in the garden of Lelita; drawings by Jessie Gillespie. Bost., L. C. Page. c. 209 p. D. \$1 n. A Spanish maiden of Mexico plays havoe with the hearts of three trusting American bachelors, one just in his salad days, another "hardened" at thirty-three, and still another of forty years. By the author of "The lead of honor," "George Thorne," etc.
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- Roosevelt, Wyn. Frontier boys in the South Seas; il. by Rudolf Mencl. N. Y., A. L. Chatterton Co. c. 2+9-258 p. pls. 12°, 60 c.
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- St. Leger, Evelyn. The blackberry pickers.

 N. Y., Putnam, '11. c. 7+359 p. D. \$1.25 n.

 Story of English life. The characters work out their problems before us. The man who found every-

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Slagle, W: C. H. Descriptive geometry. In 6 pts. pt. 1, Projections; pt. 2, Problems of the point, line and plane; pt. 3, Warped surface; pt. 4, Shades and shadows; pt. 5, Isometric drawing; pt. 6, Perspective. N. Y., McGraw-Hill. 8°, pt. 1, \$1; pt. 2, \$1.50; pt. 3, \$1; pt. 4, 5, ea., 75 c.; pt. 6, \$1.

Sleight, Mary Breck. At the manor; when the British held the Hudson. N. Y., Fenno.

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Smith, C: Rob. Smith's further facts on et equipment and locomotive running. San Diego, Cal., Southwest Press. c. 204 p. 16°,

Smith, Mrs. Eliz. Thomas Meade, [formerly L. T. Meade.] Kitty O'Donovan; with 4 half-tone il. by Martin Lewis. N. Y., Hurst. c. 3+330 p. pls. 12°. 60 c.

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Socialist campaign book; comp. under the direction of the National Campaign Committee of the Socialist party; ed. by Carl D. Thompson. Chic., Nat. Headquarters Socialist Party, 111 N. Market St. 352 p. nar. O. pap.

Stanwood, E: A history of the presidency

from 1897 to 1909. Bost., Houghton Mifflin.

c. 298 p. O. \$1.75 n.

This continuation of the "History of the Presidency" covers the three campaigns of 1900, 1904 and 1908, together with the important political events of the whole period.

Stoddard, F: Wolcott. Tramps through Tyrol. Bost., Little, Brown. 278 p. 8°, \$2.50 n.

\$2.50 n. Author likes the land and the people; he has spent years in Tyrol, he is interested in sport and in mountain climbing, in history and traditions and has tried to tell all he knows in this volume. No place is too remote for him to guide his readers to, and when he has described it he relates what the historical associations are, what legends are attached to it, and if there are local festivals or peculiar customs, as is often the case, he tells about them. There are many excellent illustrations from photographs, some of which are colored. which are colored.

Street, Julian Leonard. The goldnish; a Christmas story for children between six and sixty; il. by Eugénie Wireman. N. Y., J:

Lane, 'II. c. 58 p. D. 70 c. n.

Peter, the goldfish, was once a little boy like Don, who gets spots on his napkin. Don wants a brother, and one night shortly before Christmas Peter tells him something that brings about, through Don's earnest efforts, a marked decrease in the Harmon's laundry. By the author of "The need of change," "Ship-bored," etc.

Strong, Clara Lathrop. Forfeit; a novel. Bost., Houghton Mifflin. c. 313 p. front. D. \$1.25 n.

Scene is among the Massachusetts Puritans. A high-spirited girl comes to love a Quaker, who is forbidden to return to the village on pain of death, but returns. A suitor of the girl forces her into marriage, as his price for saving the Quaker. He is killed by a sailor, and the Quaker is suspected of the murder. The way in which the girl rescues him is dramatic

Van Dyke, H: Jackson, D.D. The unknown quantity; a book of romance and some half told tales. N. Y., Scribner, c. 14+370 p.

pls. D. \$1.50 n.

Contents: The wedding ring; Messengers at the window; The countersign of the cradle; The key of the tower; The ripening of the fruit; The king's jewel; The music lover; Humoreske; An old game; The unruly sprite; A change of air; The night call; The effectual fervent prayer; The return of the charm; Beggars under the Bush; Stronghold; In the odour of sanctity; The sad shepherd; The mansion.

["Pierre Loti," Viaud, Louis Marie Julien, pseud.], and Gautier, Judith. The daughter of heaven; tr. by Ruth Helen Davis. N. Y., Duffield. c. 192 p. D. \$1.25 n.

Deals with the conflict between the Ming and Manchu dynasties, the scenes being laid in Pekin. The play is being produced at the Century Theater, New York, with Viola Allen in the title part, and in London by Sir Beerbohm Tree.

Waller, Mary Ella. A cry in the wilderness; with front, in color by Arth. I. Keller.

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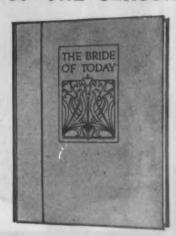
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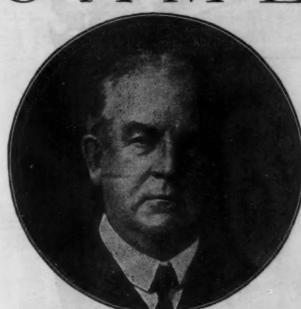
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